

NEWS SUMMARY

Gold at best ever; Equities off 1.3

Equities closed 1.3 per cent lower, with the day's best of 2.5 down, although there was disappointment about the trade figures. Gold Mines Index improved 3.5 to 266.5, its highest since February 1978.

GILTS: Short-term gilts fell 1/8 after falls ranging from 1/8 to 1/4. Government Securities Index fell 0.19 to 71.09.

GOLD: rose 3/8 to \$241, the highest level ever reached in the U.S.

Thorpe files Geneva

Jeremy Thorpe, former leader, flew to Geneva to his wife to attend a UN conference on racism and take his agent called "a few days ago Mr. Thorpe and his wife were in a charge of conspiracy to murder Mr. Scott. Passports were rendered but magistrates said they could be returned at discretion of the police."

VP setback

Latest opinion poll shows support for the Scottish nationalists at its lowest since October 74 general election. A poll by System Three, given SNP only 18 per cent support and Labour (48) and Tory 7.

rael relents

Israel has shelved its controversial plan to establish new settlements on the West Bank until at least next month, says a source at Camp David.

ack to Moscow

Yusuf Cassisi flew into Moscow from Athens to join his husband of two weeks, Sergei, now, but he was not at the airport to meet her and his wife said she was surprised at her daughter-in-law's visit.

LO moves arms

Liberation Organisation is moving its headquarters to a new base in the heart of Sunday's bomb blast in which a block of flats housing several Palestinian groups was killed, killing 96 people.

ame change

Rhodesia Herald, the country's white-owned newspaper, is dropping the word "Rhodesia" from its title starting today, pending Rhodesia's year-end change to the name Zimbabwe.

ehran bomb

A man was killed and 40 people hurt in a bomb blast at a restaurant in Tehran. No one claimed responsibility for the attack, the latest incident in Iran's rising internal crisis.

ngland win

England went two up in the Test series when they beat New Zealand by an innings and 159 runs at Trent Bridge. New Zealand, needing 308 to win, were all out for 190.

riefly...

In Stonehouse, jailed former borough Minister, was "detained" in Lowestoft hospital after heart attack.

Queen began her traditional holiday at Balmoral. The Queen began her traditional holiday at Balmoral. The Queen began her traditional holiday at Balmoral.

ctor Silvester, the dance band leader, died of a heart attack in Nice. He was 78. The doctor Silvester, the dance band leader, died of a heart attack in Nice. He was 78.

od poisoning affecting 96 patients in Lanarkshire as caused by chicken gravy. The food poisoning affecting 96 patients in Lanarkshire as caused by chicken gravy.

ore than 80 per cent of UK fire casualties are caused in homes. The fire casualties are caused in homes.

Chief price changes yesterday

Prices in pence unless otherwise indicated

RUBLES

Number Day 45 + 3
WAT A 129 + 4
Brown (J.) 484 + 4
Huddesley Inv. 50 + 4
De Beers 280 + 4
Rural 129 + 4
Laden Carrier 119 + 4
Lambros 124 + 4
Perigord Dist. 140 + 4
Shoe 129 + 4
Everyday Daily Post 140 + 4
Manchester Ship Ctl. 346 + 12
Lifford Docks 98 + 4
JK Bazaras 425 + 8
Sater Fan Bazaras 306 + 8
Rural Electronics 315 + 11
Reverex 71 + 4

Government plans wide consultation on Chrysler deal

BY JOHN ELLIOTT AND ALAN PIKE

THE BIGGEST consultative exercise to examine a company merger is to be launched by the Government to help it decide its view on the proposed Peugeot-Citroen takeover of Chrysler's UK operations.

After a meeting last night between Mr. Eric Varley, Industries Secretary, and union leaders, the Government is to hold wide-ranging talks with all sections of the British car and motor components industry, including the State-owned BL, formerly British Leyland.

There are no firm signs of major trade union opposition, while both a Conservative Party spokesman on industry and the Motor Agents Association came out firmly in favour.

Ministers have been careful not to give any formal view on the situation beyond deploring the fact that Chrysler did not consult them earlier. But it seems that if Peugeot is prepared to give assurances about keeping plants open and maintaining jobs, the French company could inherit the existing Chrysler arrangements including the loans and grants that the Government has been making available since 1976.

The future of Chrysler's troubled Scottish plant at Linwood will be a key issue. Mr. Bruce Millan, Scottish Secretary of State, who is on holiday, is likely to be asked to prepare a special report for the Cabinet. This is because Ministers may have to decide whether to make approval of the merger conditional on guarantees that Linwood will be kept in business.

A senior Peugeot executive in Paris said yesterday that a British rejection of the takeover would scuttle the remainder of the French company's deal to take over all Chrysler's European operations involving Peugeot plants in France and Spain.

National leaders of the nine unions with members at Chrysler UK stressed that the protection of jobs was the paramount consideration when they met Mr. Varley yesterday.

There was no outright condemnation of the possible Peugeot-Citroen takeover from the officials, who are keeping their options open until more information is available. Union leaders are asking their research staff to produce a detailed series of questions on the possible implications of the Chrysler takeover.

He hinted that if the U.S. changed its mind and became determined to help itself, then perhaps Japan could take some more effective action to stop the wild currency fluctuations. Similarly, the Swiss National Bank said that no further measures to counteract upward pressure on the Swiss franc were imminent.

This followed a fall in the dollar to SwFr 1.5720 at one stage, compared with Friday's close of SwFr 1.5475—just 1.1 per cent down on a week earlier. The dollar closed at SwFr 1.5535.

The dollar rallied slightly towards the close before the announcement by Texaco of a natural gas discovery, but the U.S. currency still closed well down against the D-mark at DM 1.9465, against DM 1.9677 previously, and at Y183.70 compared with Y185.55 on Friday.

Dealers reported that there was not a particularly large amount of business, but that the sharp falls reflected defensive marking down of rates in face of a virtual absence of demand for the dollar and only small-scale central bank intervention.

The weakness of the dollar was reflected in further rises in the gold price to record levels in the London bullion market. The price per ounce climbed a further \$31 to \$214 at the close in London, with later advances in New York.

£ to New York

	Aug. 14	Previous
Spot	\$1.9465-65	\$1.9630-40
1 month	1.9470-75	1.9635-45
3 months	1.9475-80	1.9640-50

Gas found off New Jersey

NEW YORK, August 14. U.S. EXPLORATION group, Shell Oil and Conoco, reported today that they had discovered a large natural gas field off the New Jersey coast. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

The discovery was made in the Atlantic Ocean, about 12 miles from the shore. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

Contents of today's issue

Page	Page	Page
European news	23	Technical page
American news	4	Management page
Overseas news	11	Arts page
World trade news	13	Leader page
Home news—general	14	UK Companies
—labour	23	Mining

FEATURES

Page	Page	Page
How Britain flattened its foreign debt hump	14	China: Chairman Hua takes to the road
A cancer warning on food additives	25	Brazilian pig farming
French car components: Lucas-Ducellier bid	31	Swine fever epidemic

Dollar hits new lows on Continent

By Peter Riddell

THE DOLLAR plunged by nearly 4 per cent against the Swiss franc at one stage yesterday, as the U.S. currency again touched record lows on the Continent.

The growing disenchantment with the dollar, as reflected in steady and sometimes sharp declines each day this month, has so far produced no overt signs of early action from either the U.S. or countries with strong currencies.

Mr. Nobuhiko Ushiba, the Japanese External Economic Affairs Minister, yesterday said that unless the U.S. took determined action to support the dollar's value, there was "little or nothing that other nations could do to calm the turmoil on international foreign exchange markets."

He hinted that if the U.S. changed its mind and became determined to help itself, then perhaps Japan could take some more effective action to stop the wild currency fluctuations.

Similarly, the Swiss National Bank said that no further measures to counteract upward pressure on the Swiss franc were imminent.

This followed a fall in the dollar to SwFr 1.5720 at one stage, compared with Friday's close of SwFr 1.5475—just 1.1 per cent down on a week earlier. The dollar closed at SwFr 1.5535.

The dollar rallied slightly towards the close before the announcement by Texaco of a natural gas discovery, but the U.S. currency still closed well down against the D-mark at DM 1.9465, against DM 1.9677 previously, and at Y183.70 compared with Y185.55 on Friday.

Dealers reported that there was not a particularly large amount of business, but that the sharp falls reflected defensive marking down of rates in face of a virtual absence of demand for the dollar and only small-scale central bank intervention.

The weakness of the dollar was reflected in further rises in the gold price to record levels in the London bullion market. The price per ounce climbed a further \$31 to \$214 at the close in London, with later advances in New York.

£ to New York

	Aug. 14	Previous
Spot	\$1.9465-65	\$1.9630-40
1 month	1.9470-75	1.9635-45
3 months	1.9475-80	1.9640-50

Gas found off New Jersey

NEW YORK, August 14. U.S. EXPLORATION group, Shell Oil and Conoco, reported today that they had discovered a large natural gas field off the New Jersey coast. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

The discovery was made in the Atlantic Ocean, about 12 miles from the shore. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

Contents of today's issue

Page	Page	Page
European news	23	Technical page
American news	4	Management page
Overseas news	11	Arts page
World trade news	13	Leader page
Home news—general	14	UK Companies
—labour	23	Mining

FEATURES

Page	Page	Page
How Britain flattened its foreign debt hump	14	China: Chairman Hua takes to the road
A cancer warning on food additives	25	Brazilian pig farming
French car components: Lucas-Ducellier bid	31	Swine fever epidemic

£ to New York

	Aug. 14	Previous
Spot	\$1.9465-65	\$1.9630-40
1 month	1.9470-75	1.9635-45
3 months	1.9475-80	1.9640-50

Gas found off New Jersey

NEW YORK, August 14. U.S. EXPLORATION group, Shell Oil and Conoco, reported today that they had discovered a large natural gas field off the New Jersey coast. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

The discovery was made in the Atlantic Ocean, about 12 miles from the shore. The discovery was made in the Atlantic Ocean, about 12 miles from the shore.

Contents of today's issue

Page	Page	Page
European news	23	Technical page
American news	4	Management page
Overseas news	11	Arts page
World trade news	13	Leader page
Home news—general	14	UK Companies
—labour	23	Mining

£30m deficit on current account

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

BRITAIN'S current account swung back into deficit last month, continuing the monthly pattern this year of alternate surplus and deficit.

There was a \$42m deterioration in the current account in July for a deficit of £30m. The change was more than accounted for by a worsening in the balance on erratic items, and by a sharp rise in crude oil imports from the exceptionally low June level.

The underlying trends remain unclear, though imports of industrial materials are much higher than expected, while export growth has been sluggish.

The publication of the figures made only a small impact on a strong performance by sterling yesterday, but there was a slight weakening in the afternoon against the main Continental currencies.

The trade-weighted index remained at its best of 82.7, up 0.1 on the day.

The pound closed 1.70 cents at \$1.9810, slightly below the peak of \$1.9850, following a late rally in the dollar.

Sterling has risen by 5 per cent against the dollar since the beginning of last week.

There was a stronger response to the figures from politicians, into sustained deficit even though in the past three months the current account has been in deficit by £116m.

This compares with a surplus of £250m in the previous quarter which included the erratically good month of April.

The view in Whitehall—and among most independent forecasters—is tentatively optimistic. This is partly because of an expected rise in North Sea oil production, and also because various business opinion and trends surveys point to a pick-up in the growth of export volume during the second half.

Export volume fell by 1 per cent on a three-month comparison, but the Department of Trade says that "the underlying trend is probably slightly upwards."

After excluding erratic items, the volume of exports of manufactured goods in the last three months was about 4 per cent higher than in the first half of last year, with a particularly good result in July.

The import side is more disappointing. The volume of imports of finished manufactured goods (excluding erratic items) was 12 per cent up on a three-month comparison, and nearly a fifth higher than in the average in the first half of last year.

But this increase is not out of line with the gloomy view of import penetration now taken in Whitehall, given the sharp growth of consumer spending in the UK this year.

The more surprising feature is the high level of purchases of industrial materials—up 7 per cent in volume on a three-month basis, with semi-manufactured goods 12 per cent higher.

This rise is much more than expected and suggests that earlier hopes that the increase in such imports reflected temporary stockbuilding were mistaken and that the trend is longer-term.

Editorial comment: Page 14 Table: Page 6

Retail sales index up 1.7%

The index for the volume of retail sales rose 1.7 per cent in July, provisional estimates show. It reached the highest level since November 1974. Industrial production has been growing at a slower rate—rising 1 per cent in June.

with signs of active pre-electroning.

Mr. Edmund Dell, Trade Secretary, said that the figures seemed to be less volatile than earlier in the year, and that the trend so far was "not inconsistent with a forecast of a surplus for 1978 as a whole."

He warned that export volume was now rising only slowly, with severe competition overseas in relatively slowly growing markets.

"Continued effort will be required if we are to achieve a surplus this year."

A gloomier view was taken by Mr. Michael Heseltine, a member of the Shadow Cabinet.

He claimed that the figures showed that Britain was "going deeper into the red again" and cited the sharp rise in imports of finished manufactured goods as a result of the "pre-election consumer boom which the Government has engineered."

It is far too early to say whether the UK is heading back to the red.

Make Private Patients Plan your company policy.

Fewer people than ever are willing to wait months or years for the hospital treatment they need.

Fortunately there is an alternative. Independent medicine and Private Patients Plan.

Many now turn to PPP because they know that within PPP's flexible range of health insurance plans, there is one which will be right for their needs.

So find out how PPP puts the nation's health first—the health of individuals and of companies like those featured above. Complete and post the coupon today.

To: Private Patients Plan, FREEPOST, TUNBRIDGE WELLS, Kent TN11 3Z.

Please send me details of PPP private health insurance for Companies/Individuals/Families (tick as appropriate)

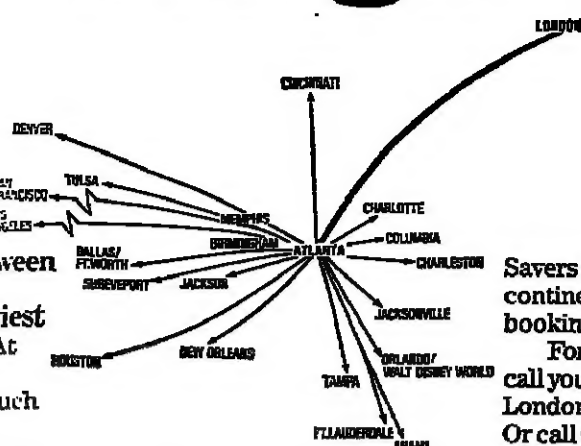
Name (last name first) (print name)
Company (if applicable)
Position
Address

Telephone: _____
Private Patients Plan
Established 1940. Organized by the Provident Association for Medical Care Limited.

Code: XPR02

PROTECTS

Delta Flight 11. Daily non-stop between London and Atlanta, Georgia.



Only Delta flies non-stop between London's easiest airport—Gatwick—and the U.S.'s easiest gateway—Atlanta, Georgia. At last, travelling to the U.S. and through the U.S.A. has become much more convenient.

Your key is Delta Flight 11. It's a Wide-Ride L-1011 TriStar powered by Rolls-Royce engines, leaving Gatwick Airport at 1210 and arriving in Atlanta at 1825 every day. Flight 11 continues on to New Orleans arriving at 1845.

By not having to make connections in other U.S. cities, you'll save at least two hours' flight time to Atlanta and many other cities in the Southeast. And you can make easy Delta-to-Delta connections to 30 U.S. cities from Atlanta. No other transatlantic carrier offers as many connections, with no change of airline.

What's more, Delta has fares to fit every budget. From London to Atlanta, you can fly for just \$86 on the Budget or Standby single fare. And you'll enjoy Delta Medallion Service, with superb dining, new release films, seven-channel stereo and the personal attention of the Delta professionals. (There is a small charge for headsets in Economy Class.)

Once you arrive in the United States, you can save 40 to 50 per cent off regular round-trip Day Economy Fares with Night Economy Super Savers to most Delta cities. And 30 to 40 per cent off with daytime Super

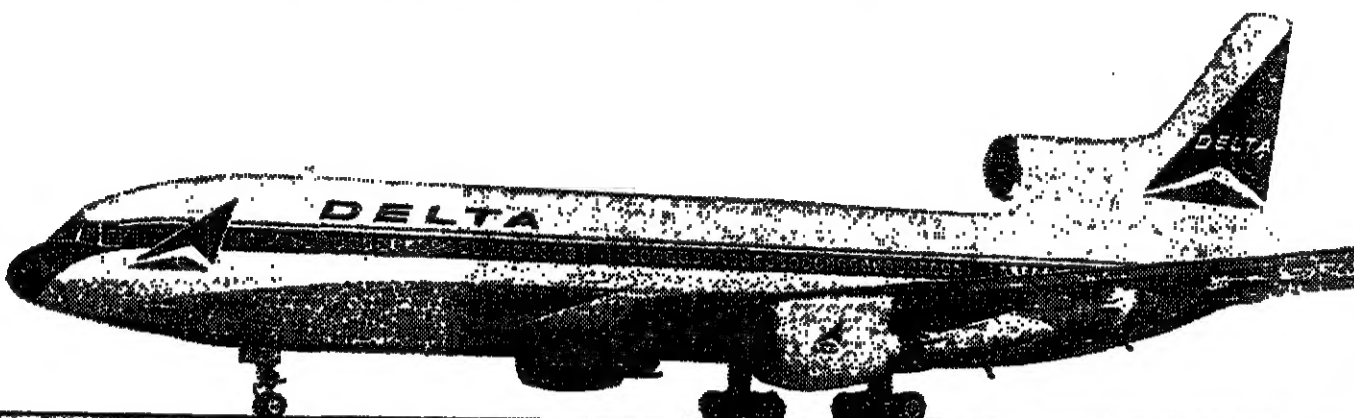
Savers to all 85 Delta cities in the continental U.S.A. (There are advance booking and other qualifications.)

For information and reservations, call your Travel Agent. Or call Delta in London at (01) 668-0885, Telex 87490. Or call Crawley (0293) 517600 at Gatwick Airport, Horley, Surrey. RH6 0LT Delta Ticket Office is at 140 Regent Street, London, W1R 6AT. The airline run by professionals.

London-Atlanta Peak Season Fares	
Budget or Standby Single Fare	\$86.00
Peak APEX (Advance Purchase Excursion) Return Fare	\$260.00
22-45 Day Peak Excursion Return Fare	\$307.00
Regular Peak Economy Single Fare	\$336.00
Regular First Class Single Fare	\$367.50

All fares subject to change without notice.

Delta is ready when you are®



To run the finances of a multi-market business like The Thomson Organisation, a man must be as multi-faceted as his company.



W. Michael Brown, Finance Director, The Thomson Organisation.

His banker must be the same.

David A. Moring, Vice-President, Chemical Bank.

As Finance Director of The Thomson Organisation, Michael Brown must manage the financial resources and help assure the profitability of a large and rapidly growing group with interests in publishing, travel and petroleum.

Thomson publishes The Times, The Sunday Times, regional newspapers, books, Family Circle in the UK, Living, numerous trade, technical and educational publications in some ten countries around the world, owns Thomson Travel and its subsidiary Britannia Airways. Through an association with the Occidental Consortium, it is involved in the development of oil fields in the North Sea. So Michael Brown must have

in-depth financial knowledge not only about Thomson's products, but about the countries in which Thomson operates. His Chemical Banker, David Moring, must have the same.

"David's understanding of our business is important," says Brown. "But so are the flexibility and fast response he and his Chemical Bankers come up with."

Working closely with Michael Brown, David Moring and his team have provided T.O.'s publishing interests with multi-purpose, multi-duration credit facilities in six local currencies exactly when required. In a half-hour meeting, they thrashed out an agreement in principle on a medium-term loan for North Sea oil development.

Through Chemco International Leasing, a Chemical Bank subsidiary, they helped Thomson's Britannia Airways lease a Boeing 737-200 in minimum time.

Says Brown, "Chemical Bankers get things done because they don't have to go back to the head office for approval on every decision." Obviously, Michael Brown works with other international banks. But David Moring's personal understanding of The Thomson Organisation and the bank's flexibility are two important reasons their relationship continues to grow. That's what usually happens when financial executives get together with Chemical Bankers.

The difference in money is people. **CHEMICAL BANK**

Chemical Bank House, 180 Strand, London WC2R 1ET Tel: 379 7674 Representative Offices: Scottish Provident House, 22 Waterloo Street, Birmingham; Charlotte House, 17 Charlotte Square, Edinburgh Main office: New York, N.Y. 10038, 60 Wall Street, New York; London, 15 Abchurch Lane, London; Hong Kong, 15 Des Voeux Road, Hong Kong; Singapore, 110 Market Street, Singapore; Sydney, 110 Market Street, Sydney; Tokyo, 110 Market Street, Tokyo; Vienna, 110 Market Street, Vienna; Zurich, 110 Market Street, Zurich.

EUROPEAN NEWS

THE WEST GERMAN 'ECONOMIC MIRACLE'

High price of productivity

BY JONATHAN CARR IN BONN

IS THERE really a new West German "economic miracle"? The expression was often used with reference to the outstanding success achieved in building up business and industry in the Federal Republic after the destruction of the war. Nowdays it tends to be used (most often it must be admitted, by non-Germans) about the country's ability to remain competitive despite both labour costs among the highest in the world and a currency appreciating against most others.

This month, the Dresdner Bank, one of the country's biggest, has produced a survey which helps explain at least part of the so-called "miracle." It looks at labour costs and productivity in West Germany and nine other major industrial nations. The Dresdner gives West German labour costs (including charges and fringe benefits) at DM 19.30 per working hour. This puts them, at current exchange rates, on the same level as Sweden and slightly higher than the Netherlands (DM 19.10). The figure for the U.S. is given as about DM 17, for France DM 12.50, Italy and Japan DM 11.75 and around DM 8 for Britain. The precise figures naturally vary slightly against comparisons made by other sources but the broad trend is the same.

For West Germany, the key point to emerge from the survey is that high labour costs are accompanied by productivity well above the average of its main trading competitors. Still more significant is the survey's revelation of the powerful competitive position of the U.S.

today, with very high productivity and very low unit labour costs. That point is worth stressing as the dollar continues to plummet on the world's exchanges. The Dresdner survey gives some support to that warning. But it also shows that, since 1970, the U.S. has seen a cut in its share of the combined industrial production of the major nations considered (albeit to 42.7 per cent—a still dominant figure). Other relative losers over the same period—as shown by the first two columns of the table—are France, Britain, Italy and Sweden. Those strengthening their share are Japan, West Germany, the Netherlands, Switzerland and Austria. The third column shows what percentage share each country possesses of the combined industrial labour force and the fourth expresses productivity—output per head—in each as indices, taking the West German performance as a base of 100.

The clear productivity front-runner is the United States, surpassing the West German performance by almost a quarter. Unexpectedly, W. Germany is easily pushed into third place by the Netherlands. Less surprisingly, Britain and Italy with little more than half the German average, bring up the rear. Japan is also well back—the Dresdner noting that very high productivity in some large companies is offset by relatively poor performances in many smaller concerns.

A comparison of productivity with total labour costs indicates that the two are generally related. For example, low productivity in Britain going with low labour cost. The U.S. likely to lose their money.

appear to be the main exception—with only moderately high costs going with exceptionally high production. The upshot is the particularly favourable figure for the U.S. shown in the final column—well below any of its rivals. Sweden, according to the survey, has by far the biggest unit labour costs, followed by Italy (114 against W. Germany's 100).

Although Italy has a big advantage over many of its rivals in smaller total labour costs, this benefit is more than counterbalanced by its particularly low productivity. Countries with lower unit costs than West Germany (apart from the U.S.) are France, Britain, Austria, the Netherlands and, by a smaller margin, Japan.

All this hardly supports the "new German miracle" theory. The German worker gets a lot of cash and fringe benefits—but he produces more than most of his foreign counterparts, so no doubt he has cause to feel that he is entitled to it. This does not answer the crucial question of why he is able to produce more. The relatively harmonious relations between management and trade unions are clearly a big factor and are also a reason why the Deutsche mark rises ever higher, often accompanied by fervid German cries about the danger for exports.

In a comment, the Dresdner Bank recognises the point about high W. German productivity, but feels that there are no grounds for complacency. It urges moderate pay settlements and further efforts by industry to rationalise. Those willing to bet against both continuing to be facts of West German life are likely to lose their money.

PRODUCTIVITY AND LABOUR COSTS OF TEN LEADING INDUSTRIAL COUNTRIES

Country	Share of combined industrial production*		Share of combined workforce†	Productivity‡	Indices (W. Germany = 100)	
	1970	1978			Total labour costs§	Unit labour costs
GERMANY	13.9	15.9	14.4	100	100	100
UNITED STATES	48.0	42.7	31.4	124	89	72
JAPAN	12.9	16.3	19.4	76	69	91
FRANCE	7.9	7.6	8.8	78	65	83
UNITED KINGDOM	7.0	6.4	11.3	52	43	83
ITALY	5.0	4.9	8.8	51	39	77
NETHERLANDS	1.7	2.1	1.7	114	87	87
SWITZERLAND	1.3	1.6	1.5	92	99	104
SWEDEN	1.4	1.3	1.5	79	100	127
AUSTRIA	0.9	1.1	1.3	82	68	83
TOTAL	100.0	100.0	100.0			

* At current prices, converted at current dollar exchange rates. Production includes mining and construction. † Industry, 1975. ‡ Output per head. § Allowing for differences in annual working hours.

Bank chief and minister at odds in Turkey

By Metin Mimir

ANKARA, August 14.

A ROW has developed between the Turkish Government and Mr. Cafer Tayyar Sadiklar, the Governor of the Central Bank, leading to an unprecedented washing in public of divergent financial lines, which may have grave implications for Turkey at its present state of economic crisis.

The incident, coming at a time when Turkey is trying to consolidate very large foreign debts and to obtain fresh money, may also undermine the vital links between the Central Bank, on the one hand, and the Treasury and the Ministry of Finance on the other. Foreign contracts could also be hurt.

It has arisen because Mr. Sadiklar is refusing to bow to a request by Mr. Nogu, the Finance Minister, to resign a move to a senior post elsewhere.

It is common practice for new Turkish governments to make sweeping changes in the civil service, putting loyal officials in senior positions. Mr. Sadiklar, appointed governor by the former right-wing Prime Minister, Mr. Süleyman Demirel, is one of the very few senior civil servants who has kept his job under the new government.

Both parties in the row have been issuing statements full of serious accusations since last Friday. On that day, controllers of the Central Bank leaked a report to the Press which levelled some charges at Mr. Sadiklar, including alleged "falsification" of Central Bank statements. These were refuted by the Governor, who claimed Mr. Sadiklar had put political pressure on the controllers in order to get rid of him.

He told the Financial Times: "There is no reason and no legal justification for the Government to force me to leave my job. I am not planning to resign and will remain until my term is over."

He intended to demonstrate that the Central Bank was an independent institution and that governors should not change with governments. He emphasised that he would see to it that the programme of economic stabilisation measures agreed by Turkey and the International Monetary Fund would be "applied to the letter."

Financial Times, published daily except on days and holidays. U.S. subscriptions \$70.00 per annum. £20.00 per annum. Second class postage paid at New York, N.Y.

J. J. J. J. J.

Widespread power cuts in Ireland

By Our Own Correspondent

DUBLIN, August 14.

A WORK-to-rule by 400 power-station workers in the Republic of Ireland today caused widespread power cuts throughout the country. The Electricity Supply Board (ESB) estimated that more than a third of the national grid was blacked out at some stage by the action.

The chairman of the Confederation of Irish Industry (CII) warned of the dangers to continuous process plants and to industries dealing with perishable goods, such as dairy and meat.

Some power cuts lasted for up to seven hours and work came to a standstill in many workshops and small factories. The effectiveness of the work-to-rule led to a call from the Opposition spokesman on labour for an investigation into ESB administration. He also called on the workers to end their action.

This call was echoed by Mr. Liam Connelan, CII chairman, who said that the national wage agreement procedures appeared not to have been followed by the workers. He expressed puzzlement that a further meeting to discuss such a damaging dispute is not due to be held until Wednesday. Mr. Connelan refused to comment on the question of further damage to Ireland's image abroad as a country where public services were unreliable.

He added that the loss of production involved could cause the closure of some companies. The Telex services have been hit by a dispute involving 150 technicians in Dublin. Today the men extended the dispute by calling out all the members of their branch, but they say they will return to work tomorrow and wait for the outcome of a meeting on Thursday.

The dispute is apparently in protest at delays in settling a national productivity deal between the Post Office and the engineering union, although there were earlier reports that it involved a local allowance.

This new development has led to fears that the country may soon face a resumption of the national engineers' strike unless there is an early breakthrough in the stalled talks between the union and the Post Office.

Statford strike over
Work returned to normal at the Norwegian Statford A oil rig in the North Sea yesterday after last week's "smoking strike" which reportedly cost the Brownaker offshore contractor and operators, Mobil and Statoil companies, some Nkr 30m (\$5.7m). In Jossa, AP-DJ reports from Oslo.

Hopes fade of forming government in Portugal

BY JIMMY BURNS

LISBON, August 14.

THERE WERE growing signs today that, unless Portugal's Prime Minister, Sr. Alfredo Nobre de Costa succeeds in the delicate task of watering down Socialist opposition to his appointment, he will have little choice other than to abandon hopes of forming a viable government and will have to resign by the end of the week. Were this to occur, the country would be plunged into one of its most serious political crises since the revolution of April 25, 1974.

Hopes of winning over the Socialists dimmed today when both Sr. Mario Soares, the leader of the party, and Dr. Salgado Zenha, the leading Socialist parliamentary spokesman, failed to attend a crucial meeting called by the Prime Minister.

Instead, Sr. da Costa was visited by a low-key delegation from the party's national council. This contrasted sharply with the attendance, only an hour earlier, of Dr. Freitas do Amaral and Sr.

Amaral da Costa, the president and vice-president respectively of the conservative Christian Democrat Party (CDS).

Following the meeting with Sr. da Costa, a spokesman for the Socialist delegation said that his party's position had not changed. He added that his party would now consider a request from the Prime Minister to continue talks tomorrow.

The Socialist Party's view was expressed in no uncertain terms by Sr. Soares yesterday when he stated that neither he nor any of his fellow party members were prepared to participate in a presidentially-backed government unless this was led by a Socialist.

Sr. Soares's intransigence appears to have spread to other leading Socialists, such as Dr. Vitor Constancio, the able former Minister of Finance, who was asked by Sr. da Costa to join his government in an individual capacity.

The (CDS), who until earlier this month shared government with the Socialists, while openly supporting the appointment of Sr. da Costa have now declared that any government that lacked a Socialist participation would not be viable.

Meanwhile, the right-wing Social Democrat Party (PSD), Portugal's second major parliamentary party after the Socialists, have asked that Sr. da Costa base his new government on an alliance between the PSD and the CDS.

While attitudes struck by the Socialists and the PSD become increasingly aggressive, the Communist Party has maintained a low profile throughout the crisis.

The leading pro-Communist newspaper O Diario, today was the only one which ignored the political crisis on its front page, giving extensive coverage instead to two days of reckless Portuguese driving.

Sweden's jobless total up in July

UNEMPLOYMENT in Sweden

during July totalled 97,000. This was 6,000 more than in June and 23,000 more than in July last year, according to the Central Bureau of Statistics, writes our Stockholm correspondent. The level stands at 2.2 per cent of the workforce.

The biggest increase of joblessness is among the 16 to 24 age bracket and includes a large number of school-leavers. Some 48,000 in the 16-24 age group were out of work in July compared with 39,000 in June. Worst hit sector is the forest industry in the North, where the unemployment level is slightly above 3 per cent.

Swiss unemployment

ONLY 7,627 people were registered as unemployed with Swiss labour exchanges at the end of last month a drop of 9.6 per cent compared with four weeks earlier and 12.6 per cent down on the end of July, 1977, writes our Zurich correspondent. This means that only 0.2 per cent of the country's labour force is out of work. The figure is lower than that of 3,395 registered situations vacant.

Tax moves opposed

The Swiss National Bank is opposed to the introduction of a turnover tax on foreign exchange trading, as well as to the subjecting of fiduciary deposits and foreign bond issues to withholding tax, writes our Zurich correspondent. This is stated by Dr. Fritz Leutwiler, president of the Bank, in an interview with the Zurich newspaper Tages-Anzeiger. Dr. Leutwiler said the Bank had been asked by the Finance Minister for its opinion on the three possible measures. As reasons for its opposition he gave the risk of business being lost to Swiss banking and the fact that no real fiscal advantage could be forecast for the confederation.

GRAPO protest

Prison officials said yesterday that 24 suspected ultra-left guerrillas were determined to continue a week-long hunger strike in the jail in Soria in northern Spain, Reuter reports. The prisoners are all members of GRAPO, which has been held responsible for many bombings and shootings during the past two years.

KLM reviews service

KLM Royal Dutch Airlines is considering extending its Triple F—full-fare facility—service into a complete three-class fare system, writes our Amsterdam correspondent. The development of special reduced tariffs, such as excursion, inclusive tour and standby fares, appears to be leading inevitably to a return to a three-class system, the airline said.

THE MIDDLE EAST

Gulf fund to cover Egypt's payments deficit for 1978

BY OUR OWN CORRESPONDENT

CAIRO, August 14.

THE GULF ORGANISATION for the Development of Egypt (GODE)—the development fund set up two years ago by Saudi Arabia, Kuwait, the United Arab Emirates and Qatar—to fund Egypt's development—has agreed to provide sufficient support to allow Egypt to cover this year's estimated \$250m current account deficit.

The agreement emerged from talks late last month in Kuwait between GODE's governor, the Kuwaiti Finance and Oil Minister, Mr. Abdel-Rahman al-Atiqi, and an Egyptian delegation led by the Minister of Economy, Mr. Hamed al-Sayeh. It relieved Egyptian fears that GODE was not going to be as co-operative as it had hoped.

The fund's \$2bn capital and the interest accrued on it will remain with Egypt for the life of the loans, which are for ten years with a three-year grace period and bear interest of 5 per cent, are likely to be rolled over. It was within this framework that the present agreement was worked out.

Egypt is drawing the last \$100m of the original \$200m and has received \$100m it has paid in interest. GODE has also agreed to underwrite short term loans to the value of next year's interest payments, which total \$150m. Egyptian officials confidently expect to use only \$50m of this facility or slightly less.

The agreement is satisfactory from all points of view: GODE has signalled politely that it does not have an open-ended commitment to Egypt while for Egypt the deterrent of interest payment and the rolling over of the loans offers a growing source of development funds. The money must now be ploughed into development projects—the original object of GODE which was sidetracked by last year's balance of payments crisis—if the capital is to earn a return to provide funds for further development.

The GODE agreement not only settles Egypt's current account to the end of the year which also dovetails with a number of recent developments.

The Government is following the terms of the IMF agreement for a SDR800m three-year extended facility credit which came into force last month. Under it, Egypt will be able to draw SDR250m for the first year and SDR150m for the remaining two years. The first SDR125m tranche for the six months to the end of the year has been

very useful in plugging this year's payments deficit.

Egypt has already lifted price controls or subsidies on all but 25 essential goods and services, as the IMF required, and has raised the central bank discount rate a percentage point to 8 per cent. Interest rates will probably go up again before the end of the year.

Floating the Egyptian pound by the end of the year, as Egypt is also committed to do, may prove more difficult. In return the IMF made a major concession by allowing Egypt 15 months to cut subsidies by \$E150m, which should have been cut by now.

But there are still dangers—even if the economy is virtually on course. Inflation—never a particularly easy indicator to establish with a well entrenched subsidy system—is probably running at 30 per cent. The authorities are having to take a tight hold of the domestic situation with rising discontent at the deteriorating state of services and a highly acute housing shortage.

It will be another year or two before the massive U.S. and other international aid organisations' utility improvement programmes begin to make an impact.

There has been very little movement on real administrative reform. It remains to be seen whether President Sadat's decision to form his own party will galvanise the bureaucracy, but the chances seem slim. Until a decisive change is made in this field, no one will really believe that the days of the Nasserist bureaucratic regime are over.

A new tax law is not helping confidence either with its strong political slant against the rich, and failure to create the conditions to attract capital investment. It is not, in draft form, the kind of law that is going to encourage citizens to be law abiding the lack of a true rule of applicable law is a major handicap to the policy of attracting foreign and local private investment.

Running Egypt's economy is as difficult as driving an ancient Cairo bus. But barring another major cash crisis, as happened in April, and provided the authorities keep a careful watch on prices, the internal situation should be manageable. The confidence in the economy which took a knock when Mr. Abdul Movim Kaisouny, the economic supremo, left the Government, seems to be returning again.

Settlement moves delayed by Israel

By L. Daniel

JERUSALEM, August 14.

THE ISRAELI Government will not proceed with any preparations in connection with the five military settlements in the West Bank before the Camp David summit on September 5.

Their establishment had been agreed in principle at a meeting of the ministerial defence committee on June 29, before President Carter invited Mr. Menachem Begin, the Israeli Prime Minister, and President Sadat of Egypt to the Camp David meeting.

In view of the efforts to bring about a revival of the Egyptian-Israeli negotiations, Professor Yigael Yadin, the Deputy Premier and head of the Democratic Movement for Change (DMC), reserved the right to bring the whole question before the Cabinet. He did so today, when he presided over the weekly meeting in the absence on holiday of Mr. Begin.

Also on short leave are Mr. Ezer Weizman, the Defence Minister, and more significantly, Mr. Ariel Sharon, the Agriculture Minister who, in his capacity as chairman of the inter-ministerial settlement committee has tried to put pressure on the Government to establish more settlements both in northern settlements both in Bank.

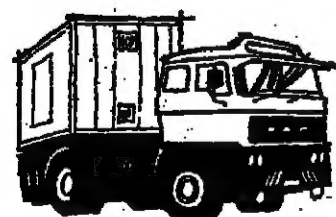
Official confirmation yesterday of the agreement in principle on the settlements has already raised a storm of protest inside and outside Israel. The whole question—and not only the suspension of preparations until after Camp David—is to be brought before the full Cabinet on Sunday with the return from holiday of the Prime Minister.

Professor Yadin is under strong fire from his own party. Not that the DMC—nor for that matter the Labour Party—is opposed to new settlements along the Jordan River. A cordons sanitaire in the Jordan Valley, and thus a continued Israeli presence on this strategic line, is a basic tenet of the Labour and DMC platforms, alongside their willingness for territorial compromise in the West Bank. But both parties feel that this is not the time to arouse the wrath of President Carter, and strengthen those in the Arab world who maintain that Israel does not want peace but territory, by setting up new outposts.

Most of a Lebanese task force sent by the Beirut Government to take over the southern border sector has withdrawn without having penetrated the area. Christian militiamen and a United Nations officer told Reuter today in Metullah, Israel.

It's about time we put the record straight

We alone make DAF Trucks and we make trucks alone



Three years ago, we sold our 'small car' manufacturing interest to one of our leading competitors in the truck field. We did this so that we could concentrate all our talents into producing trucks—and nothing else.

We believed at that time, and still do, that too many truck manufacturers have too many fingers in too many pies...

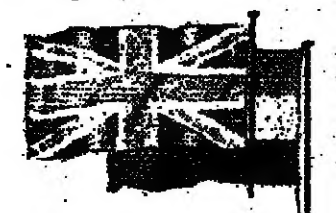
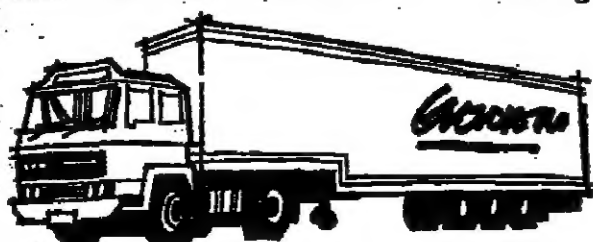
The result, sub-standard trucks with sub-standard back-up service.

So how has this decision affected us?

Well, last year saw our best ever profit situation with market penetration increasing throughout Europe.

In Great Britain, a record number of trucks were sold, pushing DAF Trucks firmly into the number two importer position in the heavy truck sector.

This is our Golden Jubilee year and we now look forward to the next 50 years.



DAF Trucks

DAF Trucks (GB) Ltd., Marlow, Buckinghamshire SL7 1LW.
Tel: Marlow (06284) 6955. Telex: 848489.

P.J.G. van Doorne—
President, DAF Trucks.



OVERSEAS NEWS

Chairman Hua takes to the road

By John Hoffmann in Peking

HUA KUO-FENG, Prime Minister of China and Chairman of the Chinese Communist Party, has left Peking to make his historic visit to Romania, Yugoslavia and Iran.

President Tito of Yugoslavia travelled to Peking a year ago. He was given one of the most spectacular welcomes accorded a foreign head of state and it was accepted as a matter of course that Premier Hua would return the visit.

The visit will be the first to Europe by a Chinese head of state since the founding of the People's Republic of China in 1949. It will also be Premier Hua's second venture outside China, just over three months after he visited North Korea last May.

In the same month the Prime Minister was host in Peking to the Romanian President, Mr. Nicolae Ceausescu. In a series of meetings the two leaders discussed their solidarity and made public statements of their shared opposition to Soviet Union expansionism. It was during that visit that Premier Hua agreed to make a return trip to Bucharest.

China considers its friendship with the "non-aligned" East European nations vital to its own security against the perceived threat of encirclement by the Soviet Union.

Peking has watched with anxiety the extension of Moscow's influence in Africa, the Middle East and South-East Asia.

CHINA reassured the world yesterday that it would never threaten the sovereignty of other nations in Asia or elsewhere, even when it had attained economic and military strength. The official newspaper, the People's Daily, published an editorial celebrating the signing on Saturday of the Sino-Japanese peace and friendship treaty and drawing attention to its anti-hegemony clause.

The clause, which opposes the domination of any region by one power, delayed negotiations on the treaty because of Japan's harassment at its underlying anti-Soviet tenor.

Asia, and its overtures in the Pacific. The latter threat to China has probably been deflected by the signing this weekend of the Sino-Japanese peace and friendship treaty which, despite Japan's interpretation that relations with third countries are not affected, must be seen as a rebuff to the Soviet Union's aggressive courtship in the Pacific.

China's relief at the conclusion of that treaty, however, leaves unmitigated its fears about the Soviet spread in the western hemisphere.

The recent final dissolution of China's unfriendly alliance with Albania, the only friends Peking can claim in Eastern Europe are Romania and Yugoslavia.

The Chinese government has been vigorously fostering its partnership with the two countries. Exchanges in cultural, sporting and technological delegations have been almost continuous. The official Chinese media are constantly lauded with articles of fulsome praise for Romanian and Yugoslav industry and scientific progress.

China's relationship with Yugoslavia has warmed spectacularly in the past two years. Among many long-established ideological principles which the Chinese government has discarded since the death of Chairman Mao Tse-tung is one which laudably resists to Soviet interference, which was condemned for its "revisionist" economic line.

China criticism has vanished as China has worked its own economic structure, which is compatible with high-speed development without betraying communist objectives.

The new China has undoubtedly been impressed by the Yugoslav model — although observers hold serious reservations about the likelihood of a copy of that model taking root in the Chinese system.

Chinese economists have watched the Yugoslav system carefully and delegations have visited Belgrade to study more closely the effects of a high degree of worker self-management and the operation of production incentives.

There are signs already that China is prepared to experiment with a re-orientation of production ideology, starting last year widespread pay rises intended to regenerate the enthusiasm of factory workers.

The traditional communist slogan "to each according to his need" has given way without much subtlety to "to each according to his work".

And, significantly, China's progressive ideological strong-man Vice-Premier Peng Hsiao-ling, recently called on management level workers to take more responsibility in running their enterprises.

The appearance on his desk of a sign saying "the buck stops here" would be a new and disarming experience for a Chinese factory manager, but the innovative redistribution of responsibility underlines Vice-Premier Peng's conviction that the quality and contribution of management must be improved if China is to meet its development targets.

Changes in China's production philosophy could be, at least partially, a recognition that some aspects of Yugoslavia's flexible management system could be applicable to China's needs.

Premier Hua's probable visit to Yugoslavia will confirm to China, in its new internationalism, is prepared to lean on Yugoslavia in politics, and learn from it in economics.

Peking offers Pakistan nuclear technology

BY DAVID FISLOCK, SCIENCE EDITOR

CHINA HAS offered to provide Pakistan with technology to reprocess spent nuclear fuel and extract pure plutonium. This offer, which is the first of its kind, could temper the current enthusiasm of U.S. and West European governments for energy deals with China.

It would also be China's first export of nuclear technology. The offer is reported in the authoritative New York Times. Nucleonics Week, which believes it was made by the Chinese Vice-Premier Peng Hsiao-ling in Islamabad recently.

It arises because the French Government, under considerable pressure from fellow members of the Nuclear Suppliers' Group

— of which it is a member — has apparently withdrawn its original offer to get Pakistan a nuclear reactor, a member of the group of nations exporting nuclear technology.

It has offered instead a "co-processing" technology under development in several countries, including France, with which Pakistan would find it very difficult to separate plutonium of sufficient purity to make a nuclear weapon.

According to Pakistan, it has received no parts for the reprocessing project from France for almost two years, while France has been pressing the "proliferation-proof" technology its customer clearly does not want.

China, which hitherto has given no indication of becoming a nuclear exporter nation, is not a member of the group of nations exporting nuclear technology.

Both Britain and West Germany, which are members of the Nuclear Suppliers' Group, have refused to supply Pakistan with the technology for the reprocessing of spent nuclear fuel.

China, which hitherto has given no indication of becoming a nuclear exporter nation, is not a member of the group of nations exporting nuclear technology.

'Very tough budget' expected to be announced in Australia

BY OUR OWN CORRESPONDENT

CANBERRA, August 14.

MR. JOHN HOWARD, the Australian Treasurer, is expected tomorrow night to introduce what some commentators are already calling a "horror Budget".

The budget will most likely abolish the national health insurance system set up by the former Labor government and known as "medibank standard".

It is expected to impose steep increases in excise duty on beer, spirits and cigarettes.

The Budget is tipped to include a decision to tax war service pensions, and to increase sharply the tax on long service leave and lump sum payments received on termination of employment. Up to now war service pensions have been exempt from income tax, and lump sum payments have been taxed at the rate of only 5 per cent.

There are likely to be few bright spots in the Budget speech, though a reduction in sales tax on motor vehicles in an attempt to bolster local manufacturers is considered likely.

Advance information suggests the cut in sales tax on cars could bring the rate down from 27.5 per cent to 15 per cent, which would produce a saving of about \$500 on the average car purchase.

It has been reported that as a means of stimulating Australian industry the budget will contain new "buy Australian" incentives.

It is believed there will be a provision under which, in cases where Australian machinery or equipment is available, only the Australian equipment will attract a 20 per cent investment allowance.

A combination of indirect tax rises and tough curbs on public spending are expected to get the estimated budget deficit to well under \$830m—the level the Government regards as necessary to maintain business confidence.

The Cabinet is known to have regarded the deficit level as crucial following the budget result for the 1977-78 financial year. The deficit grew out to \$833,000m—50 per cent above the estimate.

Mr. Fraser, the Prime Minister, has promised that the budget will create conditions for a gradual but sustained fall in interest rates. The Treasury is known to have advised the government that the deficit must be kept to less than \$830m if this is to be achieved.

The curbs on public spending to be announced by Mr. Howard are expected to be so severe that memos are already circulating in a number of government departments about the likelihood of staff retrenchments.

Even the defence department, traditionally insulated from cost-cutting, is to have its financial allocation reduced in real terms — a fact which has influenced the attitude of senior army officers who have advised against any Australian involvement in the proposed UN Namibia peace-keeping force.

In drafting the budget, the cabinet firmly rejected calls from the trade union movements, the Labor opposition, and some academic economists for economic stimulus through an increase in government spending in selected areas. The budget is not expected to include any measures aimed specifically at easing Australia's serious unemployment problem.

News of the decision to raise the "medibank standard" element of the health insurance system has already produced a hostile reaction.

Under the system people can insure themselves by paying a levy on their income tax if they do not want to join a private health insurance fund.

Abolition of the levy will force more than 1m Australians into private funds, doubling what they pay for health insurance. But there will be provision to cover the cost of health care for pensioners and disadvantaged groups.

Some reports suggest the increase in excise duty on spirits could be as high as 100 per cent. The excise rise on beer is expected to be 30 per cent.

The government will attempt to "sell" the budget politically as a continuation of the determined economic strategy which has led to lower inflation in Australia.

Sudan takes over direct control of key utilities

BY ALAN DABRY

KHARTOUM, August 14.

PRESIDENT Jaafar Mohammed Nimeiri has brought Sudan Airways and the Public Electricity and Water Corporation (PEWC), two of Sudan's most ailing State-run organisations, under his direct control.

Republic decrees transfer Sudan Airways from the Ministry of Transport to the Ministry of Defence—the President appointed himself Defence Minister earlier this month—and bring PEWC under his direct supervision. The corporation was previously under the Ministry of Energy and Mining, one of the Ministers who were dismissed earlier this month.

Sudan's electricity and water supplies have become increasingly unreliable, causing resentment and frustration among both domestic and industrial consumers. While Khartoum accepted frequent electricity cuts as a dreary part of their way of life, those living in El Fasher in the west and Port Sudan in the east have been obliged to buy water at black market prices.

The services of Sudan Airways, the national carrier which operates both domestically and internationally, have steadily deteriorated since late 1976 when the then chairman abruptly terminated the contracts of most of the expatriate staff.

Sudan Airways' unreliable service within Sudan has contributed to the shortages of supplies in provincial areas. Aircraft from the West German and Saudi Arabian air forces have been flying food, fuel and other supplies to a number of provincial destinations and Air Taxi, a division of Gulf International, has been chartered by the Government to fly supplies to destinations in the southern region where conditions are reportedly particularly bad.

Khartoum radio broadcast the plot which was to have been launched today, involved an invasion by mercenaries and the killing of military leaders, the Zaire news agency Azap reported.

The military committee took over in Brazzaville last year after the assassination of Marxist President Marien Ngouabi on March 15.

Colonel Yhombi Opa, leader of the committee, assumed responsibilities of both head of state and of prime minister.

Former president Alphonse Massamba-Debat was executed shortly after President Ngouabi's murder. He was accused of having prior knowledge of the death plot.

Sixteen other people were shot for their alleged roles in the attack on the president's palace in which Major Ngouabi was killed. They were brought off a four-man assassination squad before being cut down by a palace guard.

Reuter

Argentine Kidnap

The Association of Psychologists of Buenos Aires stated that—since last Tuesday when the president was taken from her home by men purporting to be police—men—the association's secretary of professional affairs, Sr. Alfredo Smith, and his wife also have disappeared. Robert Lindley reports from Buenos Aires that police deny that the three are in arrest.

Coup attempt in Congo foiled, authorities say

KINSHASA, August 14.

CONGOLESE authorities have foiled a plot to overthrow the country's ruling military committee, President Joachim Yhombi Opa said today in a broadcast radio address.

The plot which was to have been launched today, involved an invasion by mercenaries and the killing of military leaders, the Zaire news agency Azap reported.

The military committee took over in Brazzaville last year after the assassination of Marxist President Marien Ngouabi on March 15.

Colonel Yhombi Opa, leader of the committee, assumed responsibilities of both head of state and of prime minister.

Former president Alphonse Massamba-Debat was executed shortly after President Ngouabi's murder. He was accused of having prior knowledge of the death plot.

Sixteen other people were shot for their alleged roles in the attack on the president's palace in which Major Ngouabi was killed. They were brought off a four-man assassination squad before being cut down by a palace guard.

Canada lawyers suggest elected head of state

By Victor Mackie

OTTAWA, August 14.

A CANADIAN chosen for a fixed term by a majority of the House of Commons—should take the place of Queen Elizabeth as head of state in Canada, the Canadian Bar Association (CBA) recommended today.

Release of a study by a CBA committee of prominent Canadian jurists, confirmed information leaked this summer, which suggested that the Queen be recognised only as head of the Commonwealth.

The study calls for a new Bill of Rights to replace the British North America Act, should be a totally Canadian instrument, drafted in English and French. It recommends also that English and French should be constitutionally entrenched as the official languages of Canada.

However, the study proposed that each province should have the power to choose its own official language.

The study calls for a new Bill of Rights to replace the British North America Act, should be a totally Canadian instrument, drafted in English and French. It recommends also that English and French should be constitutionally entrenched as the official languages of Canada.

However, the study proposed that each province should have the power to choose its own official language.

The study calls for a new Bill of Rights to replace the British North America Act, should be a totally Canadian instrument, drafted in English and French. It recommends also that English and French should be constitutionally entrenched as the official languages of Canada.

AMERICAN NEWS

Optimistic GM predicts record 1979 car sales

BY JOHN WYLES

NEW YORK, August 14.

APPARENTLY DISCOUNTING signs of continuing high inflation and slower economic growth, General Motors is forecasting strong gains in employment (10m new jobs since April 1975), and rising personal incomes are the basis for further economic expansion.

While renowned for its optimism, the General Motors economic analysis should be taken seriously because of the accuracy of its prediction for the current model year. Many economists could barely restrain their amusement this time last year when the company chairman, Mr. Thomas Murphy, forecast total U.S. car and truck sales of 15.5m units for the 1978 model year, which ends on September 30.

Although passenger car sales will be lower and truck deliveries higher than Mr. Murphy forecast, the strength of consumer spending has confounded most observers, and total car and truck purchases look likely to round out at some 15.5m units for the current model year.

Mr. Murphy's projection for the 1979 sales year, to start in October, is 15.5m cars and more

than 4m trucks. This is up to 2m more units than most analysts are expecting. But GM says that General Motors is forecasting strong gains in employment (10m new jobs since April 1975), and rising personal incomes are the basis for further economic expansion.

Rising corporate expenditures on plant and equipment will, says General Motors, more than offset a modest slowing of expenditure on new homes. Business inventories are still low relative to sales while the consumer sector is likely to be a mainstay for deriving continued support from rising real incomes and further increases in employment.

GM adds that despite record increases in installment debt by consumers, their debt repayments are still in line with rising income and total debt by consumers has not risen above manageable levels.

This may be the key to the entire analysis and the point where many economists part company with General Motors. In the first quarter of the year, home mortgage and installment debt exceeded 50 per cent of

household net worth and reached a peak which many think to be insupportable. The most widely supported view is that consumers are anticipating higher prices and that the strength this year in the car market represents considerable purchasing which will be retracted in lower sales next year.

Thus, many analysts of the car industry are forecasting a major decline in car purchases towards the end of the year, and car sales in the 1979 model year of between 10-10.5m units.

In addition, GM expects 4 per cent real economic growth in the U.S. in the second half of this year "and continuing in 1979". This is higher than the Carter administration's recent estimates and above the 3.25-3.75 per cent growth which the Federal Reserve board expects by the end of next spring.

However, economists are generally agreed that the outlook is extremely obscure. Experts at Merrill Lynch recently attached a 55 per cent probability to an economic downturn in the first half of next year.

Cuts sought for London air fares

By Our Own Correspondent

NEW YORK, August 14. BRANIFF AIRWAYS is seeking U.S. and British Government approval to make substantial reductions in its transatlantic fares, according to a new service between Dallas-Fort Worth and London.

Since its start on March 18, Braniff says, the new service has done better than was forecast, and the decision to introduce lower cut-price fares stems from Braniff's promise to offer a service at the lowest possible price.

Braniff wants permission from the British and U.S. Governments to reduce the stand-by return fare to New York from \$349 to \$299 from September 1.

The cut-price fare, which requires passengers to book three weeks in advance for a flexible date of departure, would be reduced to the same amount. The purchase excursion fare would be cut by 15 per cent to \$349 return.

Brazil strikers 'sacked' despite employers' pledge

BY SUE BRANFORD

SAO PAULO, August 14.

HUNDREDS of workers who took part in a wave of strikes in greater Sao Paulo in May have been sacked, according to a statement by Sao Paulo's Governor, Celso de Faria, known as Lula, the president of the Sao Bernardo metalworkers' union, which represents 200,000 workers, mainly in the car industry.

Lula, who was speaking in Brasilia at a parliamentary commission of inquiry into the Government's wage policy, said that the dismissals were affecting shop floor leaders, in open disregard of an agreement between unions and management that there would be no reprisals.

Lula alleged that the companies have worked out between themselves an efficient network of information. He said, "the control is so perfect that a metalworker who took part in a strike in 1982 was recently turned down by Scania, which justified its refusal to employ him with reference to his earlier involvement in strikes."

He and other trade union leaders from the main industrial states of Brazil—Sao Paulo, Rio de Janeiro, Minas Gerais and Rio Grande do Sul—drew up at the end of last week a document in which they warned of a new wave of strikes to regulate strikes, which was signed by president, Gen. Ernesto Geisel, on August 5 before it had been discussed in Congress.

The new legislation forbids strikes "in public services and activities legally considered essential." A wide range of

sectors is embraced by this definition, including banking, oil, prospecting, refining and distribution, public transport, electricity, water supply and sanitation. Strike action in most manufacturing sectors, including the car industry, is permitted.

Any worker who is involved in strike action in a forbidden sector can be subject to a variety of sanctions, including a warning, immediate dismissal, or even a 30-year jail sentence if he is tried under the National Security Law.

The inclusion of banking among essential activities has provoked fierce criticism from bank clerks, including a warning of militant trade unionism. Even some leading bankers believe the new legislation to be unnecessarily severe.

Mr. Evaldo Marchion, vice-president of Contec, a confederation of bank clerks' trade unions, said, "the decree makes it impossible to believe in real political liberalisation." Shop stewards have pointed out that in none of the industrialised countries do banking activities require special protection from the state.

The new decree-law has considerable political significance for it clearly establishes new rules of the game. Whereas, in May, the government tolerated industrial action (although it was technically illegal according to old legislation), it is now clear that any attempts at strike action within forbidden sectors will be firmly repressed.

Houston plans tax rise

BY DAVID BUCHAN

WASHINGTON, August 14.

HOUSTON, the booming self-styled oil capital of the world, is to increase taxes to give itself a proper bus system, and to reduce the oil-wasting traffic congestion in its streets.

A proposal to raise the sales tax by 1 per cent, which is estimated to bring in \$1.5m over the next ten years, was approved by 57 per cent of voters in a referendum last Saturday.

The city has evidently gone against the tax-cutting trend noted this year in areas such as California and Missouri because of the special problems created by its recent phenomenal growth.

This has brought in an average of 1,000 newcomers a week and more than 70 per cent of total income tax.

Mr. Ullman last week told his House colleagues that his tax bill was directed to the often forgotten needs of the middle income brackets. Only a quarter of the total individual tax relief in the Bill would go to those earning less than \$30,000 a year.

The major tactical blunder the Administration made was to ignore this mood in Congress until it was too late. Only last week after the Ways and Means Committee had thrown out President's reforms, did the Secretary of the Treasury try to produce a compromise version — itself a far cry from the original Carter proposals.

That compromise version was rejected by 225 votes to 183. Mr. Ullman said he drew comfort from the fact that the third of House Democrats voted for it. But it says much about the President's standing with his own party, as well as the erosion of party discipline, that 91 Democrats considered that Mr. Carter's favours were not completely indexing U.S. taxes.

His point is that removing the index of price rises in this way also removes political pressure to curb inflation.

The overall size of next year's tax cut is not a burning issue, \$43.42bn.

the daily Houston rush hour has doubled, while rush hour speeds have decreased by one third.

The referendum sets up a new metropolitan transport authority, with plans to increase the present fleet of 440 buses (serving the 540 square miles of the greater Houston area) to 1,000 and to establish priority bus lanes. By contrast Washington, a smaller city, has 1,800 buses and a new subway system.

Mr. Jim McConn, Houston's mayor, attributed the success of the referendum to the influx of new arrivals coming from other American cities with decent public transport systems.

In addition, the inner city's poor Mexican-American and black sections strongly supported the increase.

Conoco to pay fine over price violation

By Our Own Correspondent

NEW YORK, August 14.

THE U.S. Government's pursuit of oil companies for alleged price manipulation in the wake of the 1973 oil crisis gained momentum on Friday when Continental Oil, one of the oil giants, agreed to pay \$1m in fines and another \$2m in refunds.

Although Continental Oil had pleaded no contest to charges of violating federal oil price rules (not challenging the charge, but not admitting it either), this was the first time a company had been accused of criminal intent over the alleged price manipulation.

Other cases, which now involve about three dozen oil companies, have been pursued on civil grounds.

Conoco came to court after presenting federal investigators with evidence which had been assembled by its own investigators. Because of this the company described the fines as "unwarranted and unfair".

The thrust of the Government investigation, which began at the end of last year, is to uncover evidence of violation of federal price rules established in 1974 to prevent oil companies making windfall profits out of the Arab oil embargo.

However, since complex accounting practices are involved, actual violation of what are frequently ill-defined rules is hard to prove.

Most oil companies have denounced the notion of probable price violations they have received as absurd. However, in its first major success earlier this month, the Energy Department got Gulf Oil to pay \$42m in fines and refunds.

Most oil companies have denounced the notion of probable price violations they have received as absurd. However, in its first major success earlier this month, the Energy Department got Gulf Oil to pay \$42m in fines and refunds.

Most oil companies have denounced the notion of probable price violations they have received as absurd. However, in its first major success earlier this month, the Energy Department got Gulf Oil to pay \$42m in fines and refunds.

Most oil companies have denounced the notion of probable price violations they have received as absurd. However, in its first major success earlier this month, the Energy Department got Gulf Oil to pay \$42m in fines and refunds.

S. Vietnamese sues bank over Saigon deposit

SAN FRANCISCO, August 14.

A SOUTH VIETNAMESE refugee filed a \$101m lawsuit in a federal court here to claim that Bank America Corporation, Bank of America and the bank's former Saigon branch refused to pay her a \$20,000 savings balance, plus interest, after the branch closed prior to the fall of Saigon.

Mrs. Qui Thi Durrent, a 46-year-old widow, described the suit as a class-action complaint on behalf of others who maintained at least \$1m in deposits in the bank. Mrs. Durrent's suit seeks recovery of her deposit with interest, \$1m in damages for emotional distress and \$100m in punitive damages and court costs.

The suit also maintains that the bank fraudulently represented its accounts as being insured by the Federal Deposit Insurance Corporation, an agency of the U.S. Government.

Mrs. Durrent said, through her lawyer, that she went to the bank about three days before the fall of Saigon in April, 1975, to withdraw her money and observed people picking up stacks of paper and gold. She was told, she said, that they were being transferred to Bangkok and "presumably to the U.S."

She said the bank has since refused on several occasions to pay her. A Bank America spokesman said the company had not yet seen the suit and therefore could not comment.

AP-DJ

Memoex loses marathon IBM antitrust case; Venezuela plans yen bonds issue; Algoma profits surge — Page 30

AMERICAN COMPANY NEWS

Memoex loses marathon IBM antitrust case; Venezuela plans yen bonds issue; Algoma profits surge — Page 30

President Carter's tax reform plans have suffered a massive setback. David Buchan explains why Congress reacts to rumours of middle-class revolt



Mr. Michael Blumenthal

PRESIDENT Carter has vetoed Congressional Bills more sparingly than his recent Presidential predecessors—only twice last year, and twice this. But there is now a good chance he may carry out the threat he has made to veto the tax cut Bill that Congress looks like passing.

In a setback almost as serious as those his energy programme has received, Mr. Carter last week saw the House of Representatives turn down a compromise \$18.1bn tax cut package proposed by the Administration.

Instead it approved—by an overwhelming 362 votes to 49—a \$16.3bn tax relief Bill. In doing so the House, like the Committee on Ways and Means, which is the committee entrusted with drafting and amending tax legislation, before it, discarded almost all of the President's original tax reform proposals, and channelled most of next year's tax relief

towards middle-income earners and those making capital gains. Biting back his disappointment, Mr. Michael Blumenthal, the Treasury Secretary, said the Administration would lose no time in starting to lobby the Senate (to which the Bill now goes) this week, in order to try to get the most objectionable changes which have been made in the Bill put right. But Senator Russell Long, the chairman of the Senate Finance committee, has already made it abundantly clear that he will do his best to preserve the Bill passed by the House as it stands.

Indeed he has proposed further changes unwelcome to President Carter. For example Sen. Long, who has suggested that the maximum tax rate on capital gains, which the House wants cut from a current 49 per cent to 35 per cent, should be reduced still further. He also wants this reduction to come into effect in October, rather than on January 1, 1979, when the package as a whole is currently due to come into effect.

WORLD TRADE NEWS

Dell calls on industry to exploit Chinese market

BY LORNE EARLING

CHINA'S LEADERS have agreed to trade with Britain should it decrease substantially and it is now up to British industry to export orders there, Mr. Dell, Secretary of State for Trade, said yesterday on his return from a week-long visit.

He said it was clear from his discussions that the leadership had instructed the Chinese industrial ministries that trade with Britain was important and it had been accepted by them.

Mr. Dell said he had suggested the Chinese that the next few years, and they said they thought this might even exceed.

"I am convinced that the opportunities are there and it is up to British industry to see that they are exploited," Mr. Dell said. He hoped that the senior industrialists who accompanied him on the trip would bring this message home to their respective industries.

On the question of how China would finance its planned development, Mr. Dell said he did not believe this could be achieved without accepting foreign loans, but if this happened China would keep its indebtedness well within its ability to finance.

"What they can finance depends on what they can export and they will be looking for export markets, probably for oil, coal and other raw materials," he said.

Although, he said the Chinese were prepared to consider credit, Mr. Dell repeated his belief that they would not accept either Government or Government loans or joint ventures in China. He did not rule out their use of the Eurocurrency market.

Mr. Dell said that Japan was the main area of development which were outside the limits agreed by industrial countries. He said that the Chinese were being investigated, he added. Nevertheless, it was the

Protection deplored by IMF

By David Buchan

WASHINGTON, August 14.

INDUSTRIALISED COUNTRIES resorted more frequently to protective trade measures, including anti-dumping and countervailing duties and quotas on imports, during 1977 and in early 1978, according to the International Monetary Fund's annual report on exchange restrictions, published today.

To combat these protectionist pressures, caused in large part by the "disappointingly slow recovery of the world economy" and continuing high unemployment in certain key sectors, the IMF survey stresses the need for a successful conclusion to the multilateral trade talks now in progress under the General Agreement on Tariffs and Trade.

The Fund says that anti-dumping and countervailing duties retard trade.

They also tend to hold up agreements, principally between the U.S. and Europe and Japan.

The survey singles out quantitative limits imposed by the EEC on textiles, by the UK on television sets and clothing, by the U.S. on steel, and by Canada on textiles and shoes.

By contrast, the report says, restrictions in a number of non-EEC European countries have been eased, with Norway and Sweden waiving licensing on some textile imports, Iceland lifting controls on TV sets.

While the IMF commends the EEC for adding a number of tropical products to its concessionary generalised system of preferences, it notes that the U.S. granted duty-free treatment to a further 121 items under the system, but withdrew 115 others.

The IMF remarks that "a particularly disturbing feature" is the growing number of countries which are delaying payments for imports. In the period covered by the survey, Turkey, Sudan, Jamaica, Ghana and Guyana fell behind on their import payments, while the situation in Zambia and Zaire, already in arrears on payments, became worse.

Japanese officials cast doubts on emergency imports plan

BY ROBERT WOOD

TOKYO, August 14.

JAPANESE OFFICIALS said today that the plan of the Minister of International Trade and Industry, Mr. Toshio Komoto, to seek \$12.5bn in emergency imports this year has not been discussed extensively with other Ministries or with private companies whose participation would be required.

Mr. Komoto told reporters on Saturday that he and Economic Planning Agency Director, Mr. Kiichi Miyazawa, had agreed to the plan. But a Transport Ministry official today described part of the proposal as "unimaginable" and "impossible."

Mr. Komoto had suggested that Japanese shipping companies would require a solution to the problem of foreign seamen, who would have to be replaced by more expensive Japanese crews.

It was mainly to avoid hiring Japanese crews that Japanese shipping companies began to use chartered flag of convenience vessels in the first place.

Other emergency imports face similar problems although many will be directly supervised by Mr. Komoto's Ministry. Even proposals that Mr. Komoto's men will supervise such as plans to buy foreign aircraft and industrial equipment for leasing to developing countries will require approval of the Finance Ministry if they involve Government subsidies.

Often, other agencies such as the Export-Import Bank, must give approval as well.

Even when no other agencies

Hong Kong deficit increases

By Anthony Rowley

HONG KONG, August 14.

DOMESTIC EXPORTS rose by 11 per cent in the first half of this year over the corresponding period of 1977, to reach HK\$17.47bn. Re-exports rose 29 per cent in the same period, to HK\$5.95bn.

First half imports were up by 21 per cent to HK\$28.28bn, leaving a visible trade deficit for the period of HK\$4.76bn as against a deficit of HK\$2.76bn in the first half of last year.

Loan for Yugoslavia

Lloyds Bank has received a guarantee from the British Government's Export Credits Guarantee Department for a £963,050 loan to Privredna Banka Zreb, of Yugoslavia, to finance the construction of a polyester shoe sole plant supplied by Simchem of Britain.

In another Yugoslav project, the last date for placing orders under an ECGD guaranteed £10m line of credit made available by Lloyds Bank to Investicna Bank Titograd has been extended to October 31.

Philippines credit

Switzerland has signed a transfer credit agreement with the Philippines for the financing of Swiss capital goods deliveries and services to a value of SwF 120m, reports John Wicks from Zurich. The credit will be made available by a Swiss bank consortium and covered by federal export risk guarantees.

Iranian gas for U.S.

The Department of Energy says it has received a joint application from Columbia LNG Corporation and Consolidated System LNG Company to import liquefied natural gas from Iran. Reuter reports from Washington. The project, which the agency said would require a total investment of \$2bn, would bring in 3m cubic feet of LNG a day.

BCal adds to its DC-10 fleet

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH CALEDONIAN Airways, the independent flag airline, is buying another three DC-10 long-range, three-engine aircraft to add to its existing fleet of four aircraft. In addition, the airline is chartering a Boeing 747 jumbo jet from Lingus to help it provide scheduled equipment on its route to its existing routes. The cost of the DC-10s will be £70m including spares. They will be delivered from the spring of 1980 over the ensuing months.

British Caledonian currently operates two long-range DC-10s on its routes to West Africa and America. It already has 10 on order for delivery in 1979, owing to industrial troubles at the manufacturing plant, McDonnell Douglas in Long Beach, California, earlier this

year, deliveries of DC-10s have been delayed by several months. So British Caledonian is chartering the 747 to enable it to keep its schedule. The airline is chartering the Boeing 747 from Lingus. British Caledonian will be able to employ the DC-10s not only on its African, South American and Houston routes, but also by then on its prospective new routes to Atlanta in Georgia and to Dallas-Fort Worth in Texas, both of which it expects to start flying by 1980.

The latest DC-10 deal was signed recently by Mr. Adam Thomson, chairman of British Caledonian, and Mr. Milo Fear-

son, the director of commercial sales for the Douglas Aircraft division of McDonnell Douglas.

Reuter adds from Long Beach: McDonnell Douglas has received a \$180m contract from Pacific Southwest Airlines for 10 DC-8 jets.

The San Diego-based carrier will be the first U.S. airline to introduce the twin-engine aircraft in commercial service. The aircraft will be powered by Pratt and Whitney engines.

Philippine Airlines said it signed an agreement to buy three Boeing 747s for about \$200m. The first aircraft will be delivered in January 1980 and the other two in February. The airline had also taken an option to purchase a fourth 747 for delivery in the first quarter of 1981.

India may pick Jaguar

BY K. K. SHARMA

NEW DELHI, August 14.

THE chances of India opting for Jaguar and the French Mirage, the British Jaguar to meet its needs for a deep penetration fighter to replace the Indian air force's ageing Canberras and other ageing fighters, have improved greatly. The recommendation has now to be considered by the Cabinet.

The deal involves several hundred million pounds since the Government plans to buy 40 aircraft initially. It will also seek a licence to build the aircraft in India and detailed discussions have been held with all parties on this.

The U.S. refusal to sell the F-16 based on its sale to India will upset the balance in the subcontinent. "buy back" components for use in its parent plants or for sale elsewhere.

East-West trade sluggish

BY ROGER BOYES

LEADING experts on East-West economic affairs predict that the trade with Eastern Europe, the USSR and the USSR will be extremely sluggish throughout this year and will grow at most 1 to 2 per cent in real terms.

Dr. Jan Stankovsky of the Austrian Institute for Economic Research writes in the recently published book "East-West trade 1978" that although internal political tensions could give rise to extra consumer goods imports outside the Plan, East Germany too may be looking outside its Plan requirements this year for consumer goods to appease dissatisfied shoppers at home.

In real terms, imports from the Eastern Bloc by the West will grow at just over 4 per cent in 1978 but noticeably weaker than in 1977, Dr. Stankovsky concludes that the East-West trade balance, which in 1977 was in surplus for the West by about \$3.5bn, should remain in surplus by about \$3bn.

Brazil, Mexico iron ore project

BY DIANA SMITH

RIO DE JANEIRO, August 14.

BRAZIL's Companhia Vale do Rio Doce (CVRD), the state-mining conglomerate, and the Altos Hornos de Mexico, the Mexican state steel company, have agreed to make a joint feasibility study for an iron ore pelletising unit. The new proposal follows a study to be set up either in Brazil or series of joint ventures. CVRD has formed with foreign steel companies to produce pelletised by the end of this year, if the iron ore.

NIGERIA - A SPECIAL SITUATION

Two medical emergency air evacuations were executed by Trans-Care International the weekend July 28-30.

Despite communications failure at the Nigerian end, and the go-slow by French air controllers (who made no exceptions), both patients, one from Lagos, the other from Kano, are safely progressing in hospitals in England. Their companies are delighted with our services.

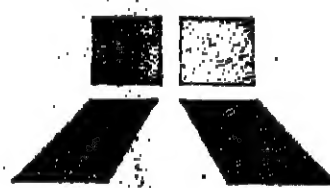
IF YOU HAVE PERSONNEL ANYWHERE IN THE WORLD

WRITE FOR DETAILS OF THE COMPANY MEMBERSHIP PLAN TO TRANS-CARE INTERNATIONAL LTD: GROUP HOUSE, WOODLANDS AVENUE, LONDON W3

Telephone: 01-992 5077/5078/5079. Telex: 934525

YOU MAKE ONE CALL - WE DO IT ALL

THIS ADVERTISEMENT APPEARS AS A MATTER OF RECORD ONLY



**ITAIPU
BINACIONAL**

A BINACIONAL ENTITY JOINTLY OWNED BY
CENTRAIS ELÉTRICAS BRASILEIRAS S.A.—ELETROBRAS
AND
ADMINISTRACIÓN NACIONAL DE ELECTRICIDAD—ANDE

U.S. \$175,000,000

MEDIUM TERM LOAN

GUARANTEED BY

THE FEDERATIVE REPUBLIC OF BRAZIL

MANAGED BY

**CITICORP INTERNATIONAL
GROUP**

**COMPAGNIE FINANCIÈRE DE LA
DEUTSCHE BANK AG**

**MORGAN GUARANTY TRUST
COMPANY OF NEW YORK**

BANCO DO BRASIL S.A.

THE BANK OF TOKYO, LTD.

CHASE MANHATTAN LIMITED

THE ROYAL BANK OF CANADA

UNION BANK OF SWITZERLAND

CO-MANAGED BY

THE BANK OF NOVA SCOTIA GROUP

FIRST PENNSYLVANIA BANK N.A.

THE TAIYO KOBE BANK, LTD.

TORONTO DOMINION BANK

ALGEMENE BANK NEDERLAND N.V.

AMSTERDAM-ROTTERDAM BANK N.V.

BANK FÜR GEMEINWIRTSCHAFT AG

THE BANK OF YOKOHAMA LIMITED

BANQUE EUROPÉENNE DE CRÉDIT (BEC)

CHEMICAL BANK INTERNATIONAL LIMITED

EUROPEAN BANKING COMPANY LIMITED

THE FUJI BANK LIMITED

GIRARD BANK

GULF INTERNATIONAL BANK B.S.C.

IRVING TRUST COMPANY

THE SANWA BANK, LIMITED

SOCIÉTÉ GÉNÉRALE

THE TOKAI BANK, LTD.

CITIBANK, N.A.

COMPAGNIE FINANCIÈRE DE LA DEUTSCHE BANK AG

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

BANCO DO BRASIL S.A.

THE BANK OF TOKYO, LTD.

THE CHASE MANHATTAN BANK, N.A.

THE ROYAL BANK OF CANADA

UNION BANK OF SWITZERLAND

THE BANK OF NOVA SCOTIA INTERNATIONAL LIMITED

FIRST PENNSYLVANIA BANK N.A.

THE TAIYO KOBE BANK LTD.

TORONTO DOMINION BANK

ALGEMENE BANK NEDERLAND N.V.

AMSTERDAM-ROTTERDAM BANK N.V.

THE BANK OF YOKOHAMA LIMITED

BANQUE EUROPÉENNE DE CRÉDIT (BEC)

EUROPEAN BANKING COMPANY LIMITED

CHEMICAL BANK

GIRARD BANK

GULF INTERNATIONAL BANK B.S.C.

IRVING TRUST COMPANY

THE SANWA BANK, LIMITED

SOCIÉTÉ GÉNÉRALE

THE TOKAI BANK, LTD.

CITIBANK, N.A.

COMPAGNIE FINANCIÈRE DE LA DEUTSCHE BANK AG

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

BANCO DO BRASIL S.A.

THE BANK OF TOKYO, LTD.

THE CHASE MANHATTAN BANK, N.A.

THE ROYAL BANK OF CANADA

UNION BANK OF SWITZERLAND

THE BANK OF NOVA SCOTIA INTERNATIONAL LIMITED

FIRST PENNSYLVANIA BANK N.A.

THE TAIYO KOBE BANK LTD.

TORONTO DOMINION BANK

ALGEMENE BANK NEDERLAND N.V.

AMSTERDAM-ROTTERDAM BANK N.V.

THE BANK OF YOKOHAMA LIMITED

BANQUE EUROPÉENNE DE CRÉDIT (BEC)

EUROPEAN BANKING COMPANY LIMITED

CHEMICAL BANK

GIRARD BANK

GULF INTERNATIONAL BANK B.S.C.

IRVING TRUST COMPANY

THE SANWA BANK, LIMITED

SOCIÉTÉ GÉNÉRALE

THE TOKAI BANK, LTD.

CITIBANK, N.A.

COMPAGNIE FINANCIÈRE DE LA DEUTSCHE BANK AG

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

BANCO DO BRASIL S.A.

THE BANK OF TOKYO, LTD.

THE CHASE MANHATTAN BANK, N.A.

THE ROYAL BANK OF CANADA

UNION BANK OF SWITZERLAND

THE BANK OF NOVA SCOTIA INTERNATIONAL LIMITED

FIRST PENNSYLVANIA BANK N.A.

THE TAIYO KOBE BANK LTD.

TORONTO DOMINION BANK

ALGEMENE BANK NEDERLAND N.V.

AMSTERDAM-ROTTERDAM BANK N.V.

THE BANK OF YOKOHAMA LIMITED

CITICORP INTERNATIONAL BANK LIMITED
AGENT

JULY 10, 1978

HOME NEWS

Scottish Nats support lowest since last general election

BY RAY PERMAN, SCOTTISH CORRESPONDENT

SENIOR Scottish Nationalists are worried about the continuing slide in support for the party, which is down to 15 per cent in the latest opinion poll.

Five per cent ahead of the Conservatives in October, 1974, the SNP seems unable to stop the rot which started with poor showing in by-elections last year, and it is now trailing in third place.

Support is at its lowest since the last general election, despite the fact that the SNP is the only party in Scotland to have maintained a regular series of statements and press conferences throughout the summer.

Labour appears to have consolidated its commanding lead over other parties in Scotland. Party leaders have

told Transport House that, although they would prefer an early general election, they feel confident that the party can hold its position until next spring, if necessary.

An opinion poll by the System Three organisation, published in the Glasgow Herald yesterday, gives Labour 45 per cent support, against 30 for the Tories, 18 for the SNP and four for the Liberals.

On such figures the two major parties would retake seats from the Nationalists.

The Conservatives are planning to hold their annual conference with a tour in September by Mrs. Margaret Thatcher.

The Prime Minister will not be repeating the autumn visit he has made in the last two years, unless there is a general election.

Carpet industry's future is bright

BY RHYS DAVID

THE RECOVERY in consumer spending on carpets, after a slump in 1977, is likely to continue through next year before falling away again, in 1980, according to a report on the industry.

A further strong rise in the early 1980's is then forecast in the report by Staniland Hall, the economic research group.

The report claims that with discretionary income rising since the middle of last year, consumers who have been delaying carpet purchases over recent years are returning to the showrooms.

As a result, in the domestic market, prices in 1979 are expected to rise to £13.5m, this year to £12.2m in 1977, and to £13.8m next year. Sales by 1982 are expected to reach £15.7m.

In the contract market, which like the domestic has also been severely depressed since 1974, the recovery is expected to be longer and to be more limited.

Increased office developments are expected to result in higher contract carpeting sales next year but the market in 1980 is still expected to total no more than £70m at 1970 prices, compared with £85m in 1975.

The report also shows that imports have been increasing their share of the UK market, reaching 15 per cent in 1976 and 18 per cent in 1977. A large proportion of these are specialised and hand-made carpets, and for which may be expected to continue to rise.

Exports were, however, more than double the total value of imports in 1977, and while exports of woven carpets remained steady, overseas sales of tufted carpets rose in volume by one third between 1976 and 1977.

Given the current slower growth of world trade and the effect of the recent strengthening of the pound on export competitiveness, exports may be rather less buoyant from now on.

Nevertheless, exports are forecast to rise faster than home sales in the next five years.

The tufted sector is expected to benefit most from the increase in sales by the industry over the next five years, with sales by volume growing from 131m square metres this year to 173m square metres in 1982.

The Carpet Industry 1978-1982, Staniland Hall, 45 Colebrook Road, London N1, £25.

Ministry moves to cut nitrite in meats

BY SUE CAMERON

EXPERTS from the Ministry of Agriculture, Fisheries and Food are to examine ways of limiting further the amounts of nitrate and nitrite allowed in cooked meats as preservatives. The move follows publication in the U.S. of research findings showing that nitrite can cause cancer in animals.

The Ministry said yesterday that it would not totally ban the use of nitrite as a cooked meat preservative because the chemical prevents the growth of clostridium botulinum, the micro-organism that causes botulism.

Botulism is the particularly virulent form of food poisoning which affected four old people in Birmingham after they had eaten an infected tin of salmon two weeks ago.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Ministry experts and members of Government advisory committees, such as the food additives and contaminants committee, will therefore try to discover whether it is possible to reduce nitrite limits without incurring the danger of botulism.

Black pudding — both treat and a sure treatment

THE PURISTS—Lancasterians, most of them—may claim that the true ancestral home of the British black pudding is Bury. But few would argue that the champion of pudding champions is Mr. Albert Hirst, from Barnsley, deep in the muckstack mountains of Yorkshire.

The Contrée des Chevaliers du Gout-Boudin stages a sort of springtime puddingfest each year at Montagne-au-Perche. The sole object is to celebrate the merits of the boudin noir. The main events include pudding-eating contests, and the festivities conclude with the all-Europe pudding championship.

Mr. Hirst's entries have won a major award each year since the special British Isles section was introduced in 1969. Five gold medals, silver and bronze, a certificate and a cup clutter his trophy shelf.

Perhaps the only honour remaining to be bestowed on Mr. Hirst is the ultimate initiation into the Brotherhood of the Knight of Black Pudding Tasting itself.

He believes such honours are reserved only for Frenchmen who have served the pudding well. But there is no doubt that Mr. Hirst and his products are well thought of by the chevaliers of Montagne.

Three years ago transport troubles and strikes cut Britain off from France and Mr. Hirst from the pudding festival. In the event a last-minute settlement saved the day, but just in case, the French Embassy in London had contacted the Barnsley champion, offering a special black pudding courier service to Normandy.

Mr. Hirst's factory, which now employs 87 and supplies six of the company's own shops plus a great many other outlets in the area, started as a pork butchery and pig shop under the control of his father, another Albert, in 1897.

Albert senior had two apprentices, both German, who each paid him a shilling a week to learn the pork butcher's trade.

Considering that the sausage race in general and the Bistrot in particular are widely considered to have originated in Germany, Germany, it seems possible that the two young apprentices, passing on skills learned in their mothers' kitchens, were responsible in part for the present elevated position of the Hirst black pudding.

The present-day Hirst recipe is basically pig's blood, fat, barley, groats, onions, sage and other seasonings.

The Book of the Sausage (Pan, £1) lists exotic such as one made from porpoise blood, a Caribbean black pudding jazzed up with lime, pumpkin and hot

red peppers, and aristocratic boudins and Blutwurst from the depths of Europe.

The basic British recipe is always close to Mr. Hirst's, with the only major variations appearing in the herbal seasonings.

The skins of the traditional linked puddings are usually bullock or pig intestines polished up with oil, although even Mr.

little blood in many pudding mixes. One traditional recipe, for example, allows one gallon of blood to almost 30 lbs of dry ingredients.

Mr. Hirst swears by the puddings restorative properties. Aged 70, he still eats his product daily. On the morning I spoke to him he had clocked on in his pie

bakery just after five. Pudding, he claims, is a sure treatment for anaemia, among other things.

He talks happily of the times when his father had a contract to supply the local open-air school with puddings, pies, "peony ducks" (loggans to southerners) and other delights.

The school, on top of a hill on the outskirts of Barnsley, was for tubercular or simply cheery children. The children were educated in fresh air. As an extra incentive to get well they were bedded down out of doors, with canopies to keep off the rain but precious little to shelter from those bracing easterlies.

Mr. Hirst, whose 25-year-old son (Albert, of course) is working in the business, recommends a flak or two of his pudding, boiled gently for 10 minutes and served with mashed potatoes and carrots. Black pudding, which is always sold ready-cooked, is also excellent cold, with pickles, or sliced and fried or grilled at breakfast.

But best of all, the champion says, black pudding should be tasted alongside the smoked salmon and asparagus snippets on the canapés at cocktail parties, as he beets what he lovingly dubs his "caviar of the north."



Mr. Albert Hirst, the Barnsley black pudding king, with the trophy he won in Normandy

is basically pig's blood, fat, barley, groats, onions, sage and other seasonings. The Book of the Sausage (Pan, £1) lists exotic such as one made from porpoise blood, a Caribbean black pudding jazzed up with lime, pumpkin and hot



CHRISTOPHER

PARKES visits

the champion of

pudding champions

Power station possible on Sullom Voe

BY RAY PERMAN, SCOTTISH CORRESPONDENT

NATURAL GAS from the Sullom Voe terminal and pipeline gas availability in Shetland, could be used to generate domestic electricity.

The North of Scotland Hydro Electric Board is considering building a 10-15 MW power station near the terminal, and is negotiating with companies using gas for power.

The first oil is expected to be used at Sullom Voe this autumn, but any associated gas will have to be flared off on platforms. Gas treatment equipment will not be ready until next year.

If built, the station would supply power to domestic users in Shetland and would obviate the need for an extension to the 40 MW station at Lerwick, which uses diesel fuel imported ship.

The Board said that present

negotiations concerned the sale of terminal and pipeline gas available and the continuity and length of the supply. Construction work would take about two years.

The new station would be quite separate from the terminal's own gas-fired power station, which will run pumps, treatment plants and other equipment and is now being built.

In the neighbouring island group of Orkney, work is almost complete on a temporary generation plant on the island of Flotta, where Occidental Petroleum has a terminal for the Piper and Claymore fields. It is expected to begin operation this autumn.

Companies involved in the terminal are giving the gas used about 1m cubic feet a day—for the next three years.

Severn-Trent £450m plan to improve water quality

THE Severn-Trent Water authority expects to spend at least £450m in the next ten years to improve water quality and to provide additional sewerage systems and treatment plants in early 400 miles of rivers and canals in its region.

Local authorities and industrial, commercial, agricultural, environmental and leisure bodies will be approached for their opinions of the new legislation under the Control of Pollution Act 1974. This will require all ten regional water authorities to keep a register open to the public of the standards which all dischargers of effluent to watercourses have to achieve.

Part Two of the Act makes it possible for the first time for anyone to take legal action against a discharger, including the water authority itself, who convenes the consent conditions—that is, the quality and quantity of discharge, which determine whether a river is clean enough to support fish life, sustain a healthy population of wild animals and plants or provide water which, after treatment, can be used for drinking.

The Severn-Trent members have approved a draft document setting out quality objectives for the 3,800 miles of classified watercourses in its area which should be achieved in the next 10 years.

At the moment standards are rather arbitrary and are often too high for existing treatment plants which means that consent standards are frequently broken.

The water quality will be improved in certain sub-standard areas, eliminating 30 miles of grossly polluted river such as the Tame, which receives effluent from Birmingham and the Black Country.

The Severn-Trent authority will bear the brunt of costs, but industry will also have to contribute.

More fly-by Air Wales

MORE THAN 1,000 passengers boarded the Cardiff-based airline Cherbourg in France are also using the Cardiff-based airline Air Wales last month, a record monthly total.

Since the company began operations in December, passenger traffic has built up steadily between Cardiff and Haverford, near Chester, and on a twice-daily Cardiff-Brussels service, which links with Sabena's trans-continental services.

can be used for drinking. Severn-Trent members have approved a draft document setting out quality objectives for the 3,800 miles of classified watercourses in its area which should be achieved in the next 10 years.

At the moment standards are rather arbitrary and are often too high for existing treatment plants which means that consent standards are frequently broken.

The water quality will be improved in certain sub-standard areas, eliminating 30 miles of grossly polluted river such as the Tame, which receives effluent from Birmingham and the Black Country.

The Severn-Trent authority will bear the brunt of costs, but industry will also have to contribute.

More fly-by Air Wales

MORE THAN 1,000 passengers boarded the Cardiff-based airline Cherbourg in France are also using the Cardiff-based airline Air Wales last month, a record monthly total.

Since the company began operations in December, passenger traffic has built up steadily between Cardiff and Haverford, near Chester, and on a twice-daily Cardiff-Brussels service, which links with Sabena's trans-continental services.

Summer season services to and from Edinburgh.

Summer season services to and from Edinburgh.

Summer season services to and from Edinburgh.

CONTRACTS AND TENDERS

HOME-GROWN CEREALS AUTHORITY

Sale of Barley Ex Intervention Stocks

The Home-Grown Cereals Authority on behalf of the Intervention Board for Agricultural Produce has been instructed to sell by Tender barley from the Board's Intervention Stocks.

Sales will be ex-store and details of the stores and other arrangements are embodied in a Notice of Invitation to Tender together with tendering forms which are available from:

Home-Grown Cereals Authority,
Hamlyn House, Highgate Hill,
London N19 5PR.
Tel. No. 01-263 3391.

Stocks for sale are approximately as follows:

Store	Stock
Ely, Cambs.	3,331 Tonnes
Disch, Norfolk	1,550 "
Hadleigh, Suffolk	2,121 "
Hartlebury, Worcestershire	1,668 "
Manby, Louth, Lincs.	7,576 "
Old Dalby, Melton Mowbray, Leicestershire	4,302 "
Poimont, Falkirk, Scotland	129 "

CLOSING DATE FOR TENDERS WILL BE
12 noon, 21st AUGUST, 1978

PERSONAL

BATH SERVICES

Baths resurfaced in situ in white and most standard colours at a fraction of the replacement cost. For expert guaranteed service contact:

Bath Services,
26 Romilly Street London W1
Telephone 01-478 3873
Telephone Sheffield 666098
Telephone Worcester 66557

HELP SAVE OUR ENVIRONMENT FROM FURTHER SUFFERING

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

Waste right up until Northern Ireland. Help save our environment from further suffering. Waste right up until Northern Ireland. Help save our environment from further suffering.

ART GALLERIES

FELDBOURNE GALLERIES, 53, Queen's Gate, London, W2 3BB. 288 3550. LANDSCAPE, BY Royal Academician, MARBLE CARVING, YOMA SASSBOURGH.

FINE ART SOCIETY, 148, New Bond St, W1. 01-629 5116. SUMMER EXHIBITION.

ONELL GALLERIES, Fine British and French Modernist Paintings, 45, Albemarle Street, Piccadilly, W1.

THE PARKER GALLERY, 3, Albemarle Street, Piccadilly, W1. Exhibition of Old Master, military and sporting and topographical prints and paintings and stone models.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

NOTICE IS HEREBY GIVEN that the following Terms and Conditions of Sale apply to the sale of the above named works of art. The works are to be sold by auction and the highest bidder shall be the purchaser. The purchaser shall be bound to pay the purchase price in full at the time of the sale. The purchaser shall be responsible for the removal of the works from the gallery and for any damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal. The gallery shall not be responsible for any loss or damage to the works during removal.

APPOINTMENTS

APPOINTMENTS

Finance directors for BL Components

Mr. Bryan Bedwell, previously group financial controller for the De La Rue Company, has been appointed finance director of BL COMPONENTS, which embraces SU-Buter, Unipart and the foundry division and Pressed Steel Fisher. Mr. David Carter, formerly group financial controller, British Road Services, joins PSF as finance director.

Sir Arthur Sugden has been appointed to the Board of the MANCHESTER SHIP CANAL COMPANY. Sir Arthur is chief executive of the Co-operative Wholesale Society and he takes over the seat vacated on the retirement of Mr. R. A. Toogood.

Mr. G. J. Wilkins, chairman and chief executive of Bechtel Group, has joined the Board of THORN ELECTRICAL INDUSTRIES as a non-executive director.

Mr. Raymond Towers and Mr. Norman Warburton, executives of BICC-BURNDY, have been appointed to the Board.

Mr. David P. Gordon has been appointed to the newly-created position of marketing director of BUNZL ADHESIVE MATERIALS. He was previously deputy general manager of Fasson U.K.

Mr. K. M. Mills, group divisional director W. and T. Avery general products, has been appointed



Sir Arthur Sugden

chairman of PARNALL AND SONS to succeed Mr. R. C. Hale.

Mr. C. W. Couch, a vice-president of the British Insurance Brokers Association and a member of the Insurance Brokers Registration Council, retires from his executive position with the FENCHURCH GROUP on August 31, but will remain on the Board

of Fenchurch Group Brokers in a non-executive capacity. From September he will devote most of his time to the work of the Insurance Brokers Registration Council.

Mr. Michael J. Arthur has been appointed deputy chairman of HALMA. He is also financial director of the group and a non-executive director of all main subsidiaries.

Dr. Charles J. Sealey has been appointed director of systems engineering for TOLLRECK.

Following plans for forming a new holding company to own COCA-COLA SOUTHERN BOTTLERS and CANTRELL & COCHRANE (GREAT BRITAIN), Board changes within the two companies have taken place. Joining the Coca-Cola Southern Bottlers Board are four directors of Cantrell & Cochrane, Mr. A. J. Lister, Mr. P. J. Allen, Mr. J. Ewan and Mr. J. J. P. Hemmings. Mr. D. E. Parker is appointed personnel director of both companies. Mr. P. Anderson, director of Coca-Cola Southern Bottlers joins the Cantrell & Cochrane Board.

The Secretary for Social Services has appointed six new members to the SOUTH WEST TRIATHLON REGIONAL HEALTH AUTHORITY. They are Mr. C. N. Beard, Mrs. P. Benians, Mrs. M. E. Campbell, Mr. D. Franklin, Mr.

P. S. Lambert and Mr. D. O. Williams.

Mr. John Brown, who until recently was in charge of the Middle East operations of European Banking Company, has been appointed an adviser to BARCLAYS BANK INTERNATIONAL with particular responsibility for the Middle East.

Mr. Aubrey Wilson, founder and chairman of INDUSTRIAL MARKET RESEARCH, is retiring but will retain a non-executive directorship with the company. Mr. Christopher West, managing director, takes over full executive responsibility. Mr. James Long, previously director of Martech, becomes assistant managing director. Mr. Brian Aldin, director, at present on secondment to the Prices Commission, will on his return head the R and D function. The parent concern is AGS RESEARCH.

Mr. Geoffrey Chipperfield and Mr. David Burr have been appointed principal finance officers in the DEPARTMENT OF THE ENVIRONMENT. Mr. Chipperfield will be responsible for local government expenditure and planning matters and Mr. Burr for housing, water and new towns. Where there is need for co-ordination across the Department as a whole, the responsibility will lie with Mr. Chipperfield. These posts are at Under-Secretary level.

LABOUR NEWS

Pay deal concludes Polaris dispute

By Our Labour Staff

DOCKYARD workers at Scottish submarine bases yesterday lifted their blacking of Polaris vessels after accepting a new pay offer which affects 183,000 civil servants.

Workers at Faslane, which with Coulport and Arrol-Crowther forms the Clyde submarine complex, voted to normal working on the submarine Resolution after voting overwhelmingly to accept the offer.

Industrial workers at Rosyth Dockyard on the Forth also voted for acceptance and immediately began arrangements to release Repulse. The vessel began sea trials last night after a refit at the dockyard.

Work on her sister ship Renown, which was halted for two weeks because of a blacking of stores, also resumed.

Key factor

Senior union officials said last night that yesterday's decision on the Clyde pointed to a firm acceptance of the offer by workers at all the docks covered by the deal.

The deal will consolidate the 58 Phase One allowance and £280 of the Phase Two allowance into basic rates together with an additional 9 per cent. Craft and supervisory allowances are also being boosted.

The promise of a work study scheme appears to have been a key factor in persuading the workers to accept the deal.

Talks on next year's wage settlement will take into account comparable pay and conditions outside the Civil Service and there will be talks on altering the settlement date.

Union officials have given dockyard workers nationally until August 28 to respond to the deal.

Steel plant faces crisis over jobs

By Ray Perman, Scottish Correspondent

SHOP STEWARDS at the Glenarnock steelworks, Strathclyde, told the TUC Steel Committee yesterday that there could be pressure from workers to close the whole plant if Glenarnock firm proposals to secure the future of the rolling mill.

The British Steel Corporation last month announced the phasing-out of open hearth steelmaking, with the loss of up to 750 of the 1,100 jobs at Glenarnock. Later limited production was continued.

Trade unions feel that Glenarnock can be made viable long-term only at a multi-product mill and want a £7m reheating furnace installed. Mr. Malcolm Pile, chairman of the joint stewards' committee, said that if there was no firm assurance about the future there would be demands for complete closure and men would take the redundancy money in spite of high local unemployment.

Further talks with the Corporation are planned for next month.

Government 'deceived public'

By Alan Pike, Labour Correspondent

THE GOVERNMENT was "guilty of deceiving the public" over an undertaking in its Phase Four White Paper to help the low paid, Mr. Alan Fisher, general secretary of the National Union of Public Employees, told the Chancellor in a letter published yesterday.

The Government says in the White Paper that it will be prepared to see increases beyond the 5 per cent guideline where this would not result in earnings of more than £44.50 for a normal full-time week.

The £44.50 figure was calculated on the TUC's 1974-75 minimum pay target of £30 updated by maximum unemployment policy increases available since then. Mr. Fisher says in his letter to Mr. Healey that the White Paper has converted the TUC's target of a minimum basic rate for pay into the very different concept of a minimum earnings target.

"The TUC target of £30 in 1974 was calculated, as in previous years, on the basis of two-thirds of the average earnings of male full-time workers," he says.

Target

"The Government's method of updating the figure can in no way be justified in relation to the aims of the TUC."

"It would mean instead that the target for low paid workers falls even further behind in the pay table."

To update the £30 target in keeping with the established rise, that minimum pay should be two-thirds of average earnings, would require a new minimum basic rate of about £80. NUPE must "seriously question the sincerity of the Government's commitment to help the poorest workers in the economy."

The Government had set a minimum earnings target which was below its own standards of poverty set for supplementary benefits, and no help would be given to workers to obtain even this low level of earnings.

Vauxhall vote today on new pay offer

BY NICK GARNETT, LABOUR STAFF

HOPES OF a settlement to the strike at Vauxhall's Ellesmere Port plant on Merseyside, which has halted car and component production, hinge on a new pay offer and conditions offer being recommended for acceptance today at a meeting of 3,000 assembly workers and drivers.

The strike is on the point of affecting the company's Luton plant. Vauxhall last night suspended lay-off notices there representing the company's 2,800 workers involved in van and car production, in view of the outcome of yesterday's negotiations.

The Ellesmere Port factory did not reopen yesterday after a three-week summer break because of the strike by Trans-Interpretation of KEC regulations on drivers' hours.

Assembly workers who are supporting a dispute involving 100 drivers. Almost 5,000 members of the Amalgamated Union of Engineering Workers were also laid off at the plant yesterday.

The new formula for settling the strike, which is over the drivers' claim for special productivity payments and shorter working hours, was agreed in London yesterday at a meeting of management and union officials representing the company's three signatory unions.

The formula, based on proposals put forward by union officials last week, would give improved meal-break allowances. There would be joint deputations to Government departments over interpretation of KEC regulations on drivers' hours.

It was agreed yesterday that improvements in allowance would be applied to all workers in the three unions who present receive special meal break payments.

The Ellesmere Port plant manufactures Vivas and Chevettes as well as a wide range of engines, axles and gearboxes for the company's car and its commercial factory at Luton in its Dunstable trucks division.

The Luton plant, which has more than 13,000 hourly-paid workers, produces light vans, as well as the VX series of car Cavaliers and Chevette hatchbacks.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Normal production was being maintained at the Dunstable plant.

Engineers at British Airways set for strike

By Our Labour Staff

BRITISH AIRWAYS' engineers yesterday voted for a 24-hour strike next week unless a deal for pay parity with British Caledonian workers is met.

The airline said last night that if the strike went ahead it planned on August 23, scheduled flights would be cut. It would do all it could to minimise disruption.

The engineers say, however, that the strike could halt a British Airways European intercontinental flights.

The 4,000 engineers at London's Heathrow airport backed the rejection by the union officials of a British Airways proposal to negotiate a settlement on productivity deal to resolve the claim.

The strike will begin at 6.30 am if there is no satisfactory reply from Mr. Stanley Clinton Davis, Trade Under-Secretary before then.

Differential

The engineers are seeking parity for work on wide-bodied jets with British Caledonian workers at Gatwick, who last year negotiated extra money for operating on aircraft such as the TriStar.

British Airways agrees that there is a differential, claiming that the disparity is about £2. The unions claim it varies between almost £4 and more than £8.

The engineers met for 3 minutes yesterday in a baggage handler inside a restricted area. Later, a shop steward said "The men were overwhelming in favour of the strike." Another claimed that the decision was unanimous.

Social workers walk out

SOCIAL WORKERS in Newcastle and the London borough of Southwark began an all-out strike yesterday in support of a pay claim and negotiating rights. Union leaders said that the action could spread quickly.

The social workers refused to operate even a "life or death" emergency service. One council leader said that child battering and hardship to old people could go undetected. Colleagues in Lewisham and Ealing staged a one-day strike.

Redemption Notice

Teollistamisrahaisto Oy-Industrialization Fund of Finland Ltd.

9% Guaranteed Notes Due 1984

NOTICE IS HEREBY GIVEN, pursuant to Fiscal and Paying Agency Agreement dated as of September 9, 1976 under which the above described Notes were issued, that Citibank, N.A., as Fiscal Agent, has selected for redemption on September 18, 1978, through operation of the Serial Default Fund, \$1,000,000 Principal Amount of said Notes to be redeemed at Par. The serial numbers of the Notes selected for redemption are as follows:

NOTE NUMBERS	
7	782 2142 3063 3785 6900 3240 9483 10988 12676 14107 15170 16662 18884 20126 21486 22610
10	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
13	795 2182 4067 5831 6930 8262 9882 11007 12679 14157 15167 16659 18883 20125 21485 22609
16	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
19	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
22	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
25	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
28	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
31	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
34	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
37	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
40	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
43	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
46	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
49	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
52	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
55	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
58	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
61	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
64	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
67	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
70	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
73	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
76	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
79	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
82	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
85	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
88	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
91	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
94	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
97	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
100	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
103	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
106	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
109	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
112	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
115	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
118	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
121	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
124	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
127	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
130	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
133	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
136	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
139	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
142	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
145	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
148	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
151	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
154	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
157	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
160	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
163	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
166	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
169	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
172	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
175	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
178	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
181	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
184	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
187	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
190	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
193	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
196	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
199	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
202	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
205	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
208	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
211	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
214	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
217	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
220	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
223	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
226	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
229	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
232	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
235	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
238	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
241	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
244	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
247	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
250	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
253	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
256	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
259	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
262	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
265	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
268	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
271	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
274	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
277	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
280	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
283	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
286	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
289	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
292	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
295	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
298	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
301	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
304	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
307	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
310	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
313	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
316	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
319	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
322	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
325	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
328	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
331	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
334	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
337	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
340	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
343	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
346	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
349	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
352	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
355	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
358	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
361	795 2182 4068 5832 6932 8263 9883 11008 12683 14163 15176 16680 18894 20126 21486 22610
364	795 2182 40

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

METALWORKING

Improves quality of cast steel slab

THREE MAJOR European groups, ASEA, Svenska Stal and Concast of Zurich, have together developed an electromagnetic stirrer for the control of the strand solidification process in the casting of cast steel.

Electromagnetic stirring (EMS), developed some years ago by ASEA, has been used extensively for stirring molten steel in electric arc furnaces and ladles.

Applied in continuous casting it permits higher flexibility in steel can be fed to the caster with a wider range of superheat. Predominantly globular crystallisation produced by the agitation of the metal leads to improved strand structure.

Less reduction in area is needed to achieve the final product and there is a reduction in

centre line segregation. In the layout of the continuous casting unit, the new electromagnetic device is placed behind the supporting rollers of the strand. It develops a powerful travelling magnetic field which produces a movement over a long zone in the liquid core of the solidifying strand.

Results from protracted testing at the Svenska Stal Works at Oxelösund in Sweden with equipment put into operation last year are reported to have been very promising.

Under an agreement with ASEA, it is proposed that Concast AG take responsibility for the international marketing of the ASEA stirrers for the continuous casting of slabs.

ASEA Villiers House, 41, Strand, London WC2N 5JX. 01-930 5411.

PROCESSING

Italian idea to Japan

AN AGREEMENT has been concluded with Sorine Chechin of Italy under which NKK (Nippon Kokan) acquires technology and sales rights to city refuse processing plant developed by the Italian company.

The plant does not incorporate crushing equipment and has very high capabilities for sorting and reclaiming refuse. This feature affords lower construction and operation costs compared with other reclamation systems and also incineration systems. For example, in the use of a 400-ton-per-day capacity plant, the saving on construction costs is some 10 per cent.

The plant mechanically segregates refuse into six categories: paper, kitchen waste, steel, plastics and glass, and refuse for incineration. The latter

category accounts for about 50 per cent of the total refuse processed. The other segregated items such as paper and kitchen waste are used as base materials for recycling into various products such as paper pulp, livestock feed and fertilisers.

Early next year NKK will construct a pilot plant using the Italian technology. It is planned to use the test plant for about one year to develop modifications to the original plant specifications for processing city refuse in Japan. Following the test operation, manufacturing and marketing of the plants will be started. Under the terms of the agreement, the contract is effective for 15 years. NKK has exclusive sales rights in Japan, NKK, 4th Floor, West Block, 11 Moorside High Walk, London EC2Y 9DE.

DATA PROCESSING

Power for the new users

TO EXTEND its Level 62 computers line into the small-systems end of the data processing market Honeywell has brought out a new entry-level processor—the Model 62/10—suitable for both batch and communications-oriented operations.

Using two 40 Megabyte disc drives, the system provides minimum storage of 80 Megabytes, with the option for adding a third drive to reach a maximum of 120 Megabytes. Internal memory is 128 K-bytes, which can be doubled.

A 300 lines per minute printer—and optionally a 400 lpm device—may be run with the new processor; and it also includes four asynchronous and/or two synchronous communications lines in any combination which, apart from supporting terminals and work stations, may be used to link the Model 62/10 to other Series 60 and "foreign" mainframes.

The introduction of the Model 62/10 according to Honeywell, offers the means for serving a market where little opportunity has previously existed for first-time users to acquire equipment capable of "growing" on-site from an entry-level system right to a large company model. Also, with six communications lines included as standard within the price of a basic system, users can now more readily calculate their communications costs.

Honeywell is on 01-568 9191.

IBM support to Lockheed graphics

WHEN TWO such groups as IBM and Lockheed join forces in a product, the event demands examination and not only because of its rarity.

CADAM for computer aided design/computer aided manufacture is one such and the acronym describes a Lockheed Corporation programming system intended to aid designers in developing and running an integrated design/production facility.

It is offered by IBM as an Installed User Program (IUP) and is available in nine different patterns to suit varied requirements. It will operate through the new IBM 3250 interactive graphic display equipment and combines design analysis, design drafting, and numerical control parts programming and the system will support several display consoles with output to plotters, drafting machines and paper numerical control tape.

Several modes of support from a processor are possible and a typical system would cost in the region of \$100,000. Availability is immediate.

Further details from IBM, 101, Wigmore Street, London W1H 0AB. 01-935 5600.

Heavy-duty printer

DATA 100 has expanded its family of heavy-duty, high-speed printers by announcing a 900 lpm model. This has an operator-changeable character cartridge for multiple font usage, built-in maintenance and diagnostic routines, an LED which reports the internal status of the printer and a universal power supply addressing the full range of OEM power requirements.

Processor control of all of the system dynamics includes character timing and registra-

tion, paper advance, buffer systems and help their organisations to stay in business.

Few managements are aware how dependent they are on their computer systems, NCC claims. As a result, they do little to ensure proper protection, not only of their computer operations but also of the well-being of their companies.

As part of its continuing work on computer security, NCC has codified the best practice from several years' research to produce the Management Handbook of Computer Security as a comprehensive manual on how to plan to protect installations.

The introduction defines the problem and describes the various causes of breaches of security and their consequences. It presents a structured approach to the identification and control of risks and provides guidance on management responsibilities and involvement.

Information on the 580 handbook from NCC Publications on 061 228 6333, or from J. M. Dent and Sons, Dunkens Lane, Letchworth, Herts.

IBM support to Lockheed graphics

WHEN TWO such groups as IBM and Lockheed join forces in a product, the event demands examination and not only because of its rarity.

CADAM for computer aided design/computer aided manufacture is one such and the acronym describes a Lockheed Corporation programming system intended to aid designers in developing and running an integrated design/production facility.

It is offered by IBM as an Installed User Program (IUP) and is available in nine different patterns to suit varied requirements. It will operate through the new IBM 3250 interactive graphic display equipment and combines design analysis, design drafting, and numerical control parts programming and the system will support several display consoles with output to plotters, drafting machines and paper numerical control tape.

Several modes of support from a processor are possible and a typical system would cost in the region of \$100,000. Availability is immediate.

Further details from IBM, 101, Wigmore Street, London W1H 0AB. 01-935 5600.

Heavy-duty printer

DATA 100 has expanded its family of heavy-duty, high-speed printers by announcing a 900 lpm model. This has an operator-changeable character cartridge for multiple font usage, built-in maintenance and diagnostic routines, an LED which reports the internal status of the printer and a universal power supply addressing the full range of OEM power requirements.

Processor control of all of the system dynamics includes character timing and registra-

Advice on security

A NEW MANUAL on computer security produced by The National Computing Centre should help the data processing manager, his management and staff to safeguard their

PERIPHERALS

Shows two scripts

OF CONSIDERABLE interest, Arabic text easier and because of the emergence of unambiguous, use of the several of the Middle Eastern wider use to be made in every-day teaching, industrial simulations display in Latin and Arabic characters of text at airports, in banks and at international conferences. Extension to schools and to TV programmes is also a possibility of considerable promise.

Under the terms of a licence agreement—first granted by ESA—the Italian company SELI has the production rights and exclusivity for a period of two years. After a period of testing and demonstration with ten pre-production units, commercial production will begin, probably at the beginning of 1979.

Mr. Hans Orghmar, a member of ESA's Space Documentation Service in Frascati, was the inventor and it is at Frascati demonstrations of the equipment in Rabat, Morocco, by Professor

By making the reading of an

COMPONENTS

Memories light on power

FIELD programmable read-only memories from Dage Eurosem drastically cut power consumption in systems applications.

Fabricated with low power Schottky technology, these Raytheon 29000 series devices (SPROMs) make use of the non-volatile nature of standard PROMs to reduce the power consumption when a particular SPROM is not selected. They each contain all the power switching circuitry on the chip so external components are required. Power switching is controlled directly by the chip select input used for standard PROMs, thus the SPROM can usually be directly substituted

Pressure switch adjusts

PUT ON the market by Hymatic Industrial Controls is a pressure actuated switch that can be easily interfaced with computers and microprocessors employed in petrochemical plants and processing machinery for example.

Simple to adjust for pressure actuation point in the field, the switches are available in pressure ranges from 0.5 up to 4.700 lb/sq in. There are two basic types, one uses a diaphragm in a 13 mm stainless steel port for pressures up to 161 bar (2.300 lb/sq in) and the other a piston in a 6 mm

COMMUNICATIONS

Fibre optics standards

AS THE whole subject of information transmission down optical fibres moves steadily into the laboratory, the International Electrotechnical Commission has decided to start work aimed at producing standards.

Three working groups have been set up, the first to deal with fibres and cables in terms of materials, dimensions, construction and other physical characteristics, the second covering accessories such as connectors and splices and the third looking at safety.

The IEC is at 1 Rue de Varembe, 1211 Geneva 20, Switzerland.

SOFTWARE

Usable on any machine

FIRST financial system to be developed in the version of the Cobol commercial language that has been adapted specially by the CAP group to run on micro-computers is for the Prudential Assurance Company.

It will be at the heart of an on-line facility to handle the accounting of the reinsurance treaties from other insurance world-wide and to provide on-line reporting on treaty status, management information and Board of Trade analyses.

Cap Microplan is machine-independent and provides extensive development aid.

At the Prudential it will run on IBM Series 1 with its new large capacity fixed discs and cartridge diskettes, together with a number of terminals.

But as there are compar-

Centre for development

SPL INTERNATIONAL is setting up a research centre in Abingdon, Oxfordshire. This investment in research and development follows the recognition by SPL of the growing need for innovations in computing.

SPL has been involved in the development of sophisticated software, special languages and research programmes for clients for a number of years. The opening of this centre will enable it to expand these activities and consolidate expertise from various parts of the company into one location.

The centre will specialise in languages, operating systems, micro-system and general system

ELECTRONICS

Aids for microwaves

THREE additional devices from Engelman Microwave Company are being offered in the UK by Unaworld (U.K.), of 337 Finchley Road, London NW3 6EP (01-794 0093).

One of them is a relatively low-price plug-in pin-jack mixer with double balancing that operates over a frequency range of 0.5 to 1250 MHz. Maximum conversion loss is 5.5 dB. Known as the MLP-102, the device is in an hermetically sealed container measuring 0.8 x 0.4 x 0.25 in.

Large displays in clocks

AVAILABLE from Micro Electronics of Wembley is a four digit, seven segment light emitting diode display designed for digital clock applications.

The red numerals are 15 mm (0.6 inch) high and are based on gallium arsenide phosphide, at 25 deg C is 300 mW. More from the company at 400 microcandela. Both 12 and 24 hour versions are offered.

Tiny unit to hold count

AN ELECTRONIC unit offered by Ivo Counters, the N604 has display with manual or require a front panel size of only 50 by 25 mm and is compatible with the company's modular electro-mechanical counters.

Equipped with a built-in stand by battery supply, it is able to retain its count for up to two weeks in the event of a mains failure.

Useful might be serious—in medical instrumentation for example—the device might also prove attractive in applications where electromechanical units would be too noisy or too slow.

Using the latest CMOS logic circuits to give a maximum counting speed of 1MHz, the unit

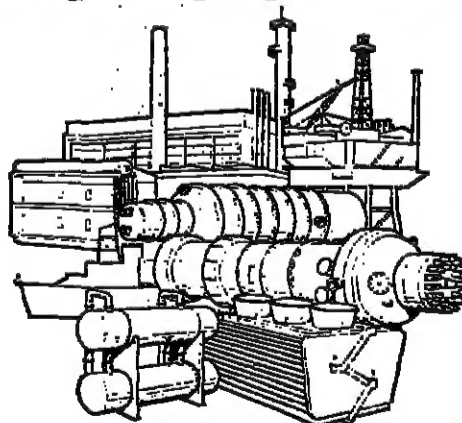
electrical wire & cable?

NO MINIMUM ORDER NO MINIMUM LENGTH

Thousands of types and sizes in stock for immediate delivery

LONDON 01-561 8116 ABERDEEN (0224) 32355/2 MANCHESTER 061-872-4915

An illustration of our achievements in energy engineering and project management



FOSTER WHEELER POWER PRODUCTS

We play a major role in energy engineering from a commanding position achieved by providing a wide range of services and high quality products. Our ability to meet production, commissioning and cost targets is acknowledged by major companies and governments, and our world-wide operation is backed by the international resources of the Foster Wheeler Group.

Within a modern management structure we have established extensive capabilities in overall project management, research and development, design, engineering, procurement, site construction, repair and maintenance, and an effective after-sales service. We have access to considerable research and development data within the Foster Wheeler organisation to support our own R and D carried out in Britain.

These functions serve our own extensive manufacturing facilities, and are also available for direct use by customers.

The specialised products which we design and manufacture for the requirements of the energy

The world's largest works-assembled waste-heat boiler was produced by us and shipped ahead of time; the world's highest design pressure for any bi-drum natural circulation works-assembled boiler for a chemical plant in Bangladesh is ours. Six out of seven LNG (Liquid Natural Gas) carriers have boilers of Foster Wheeler design. The OEL has three of our massive ESD units.

We have a world-wide sales team directed from London. Contact our Sales Director if you have a project involving energy engineering; we can probably help, even to the extent of taking it over completely. Ask anyway, as there's a lot more we can tell you about ourselves.

FOSTER WHEELER POWER PRODUCTS LIMITED

Greater London House, Hampstead Road, London NW1 7QN, England.

Telephone 01-388 1212, Telex 263982.

Works at Hartlepool and Dumbarton. Associated companies throughout the world.

NOTICE OF REDEMPTION

To the Holders of

THE PROCTER & GAMBLE INTERNATIONAL COMPANY

6 1/2% Guaranteed Debentures Due 1982

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of September 15, 1977, between The Procter & Gamble International Company, The Procter & Gamble Company, as Guarantor, and Morgan Guaranty Trust Company of New York, as Trustee, \$1,645,000 principal amount of the above Debentures has been selected by lot for redemption on September 15, 1978, through operation of the Sinking Fund, at the redemption price of 100% of the principal amount thereof, together with accrued interest thereon to said redemption date. The numbers of the said Debentures designated for redemption are as follows:

1	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
2	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
3	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
4	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
5	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
6	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
7	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
8	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
9	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
10	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
11	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
12	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
13	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
14	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
15	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
16	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
17	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
18	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
19	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
20	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
21	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
22	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
23	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
24	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
25	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
26	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
27	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
28	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
29	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
30	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
31	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
32	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
33	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
34	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
35	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
36	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
37	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
38	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
39	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
40	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
41	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
42	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
43	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
44	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
45	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
46	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
47	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
48	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
49	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
50	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
51	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
52	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
53	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
54	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
55	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
56	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
57	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
58	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
59	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
60	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
61	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
62	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
63	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
64	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
65	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
66	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
67	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
68	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
69	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
70	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
71	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
72	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
73	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
74	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
75	1785	3378	4638	8180	7750	9240	10438	11854	12321	14496	15867	17835	18924	20163	22068	23872
76	1785</															

The Management Page

EDITED BY CHRISTOPHER LORENZ

Shortening the odds in a big research gamble

By DAVID FISHLOCK

NATIONAL GOVERNMENTS nowadays exert tremendous resources on multinational companies to locate new manufacturing facilities within their boundaries. Less well publicised since it is concerned more with national prestige than employment—is the pressure to state research on one nation's oil rather than another's.

But it is there nonetheless, says Mr. Harry Beckers, group research co-ordinator of Royal Dutch Shell and chairman of Shell Research. What is more, it is in conflict sharply with the aims of research management: increase efficiency by grouping its key specialities together in big research centres.

Last year the Shell group spent £175m on research and development. In the early 1970s group research was concentrated into four laboratories, one each in the UK and in Holland; and in the interests of efficiency this is the way Beckers still wants it. But he has already had to compromise by spending some central funds on the research centres of operating companies in Canada, France, W. Germany and Japan. And he foresees pressures to locate new research areas—such as coal conversion—currently based in Holland, in a country with abundant cheap oil.

Beckers, a big, burly Dutchman of 46, with a highly engaging grin, finds this enthusiasm of authorities to interfere with the research process frankly depressing. "Research is a gamble—but most people forget that," he has no doubt that the insensitivity of governments to the chances of research management is stifling innovation all over the world.

For Shell, his appointment last autumn heralded a return to the pattern of the 1960s, when its research effort was co-ordinated by a scientist rather than a businessman. A physicist from the Technical University at Delft, he has spent his career with Shell, initially in research, then in the early 1970s managing corporate planning at the Shell Centre in London. His last job was head of organisation—in effect troubleshooter for the committee of managing directors.

The dual experience is faithfully reflected in his thoughts on the management of research. A scientist with the long lead-times of the energy business, he means of synthesising complex substances, and its low demands for energy-low temperatures, pressures, etc. But which areas research programme? "If you have good research, people will always come up with more ideas than you can fit in." That is the "bottom-up" pressure.

For the last few months, however, Beckers has been trying to balance this pressure on his research programme with "top-down" decisions, by pressing of Shell's former research



Harry Beckers: "Research is a gamble—but most people forget that."

the business centres of Shell to chiefs. Professor John Cornfield, who heads the University of Sussex, is helping him answer this question. But the mistake, Beckers believes, would be for Shell to gamble everything on a single idea at this very early stage in exploitation of the biosciences. It is too early to try to anticipate all the problems. Who in the 1960s would have expected governments in a world facing increasing shortages of protein to prove so unsympathetic towards protein-from-oil once the process reached the market?

Beckers takes no satisfaction whatever from the troubles of British Petroleum with its protein-from-oil technology, and the abandoning this summer of a £40m joint venture in Italy. "It makes our own decisions harder," he admits wryly. Shell's scientists at Sittingbourne were developing a process for manufacturing protein from natural gas, but abandoned it at the point of major investment in the mid-1970s. Feedstock prices had soared but soya costs were falling, and there was wide spread public concern about the toxic risks of synthetic products. But Shell Research still retains great confidence in the

commercialisation in the 1980s, to one of the most promising experiments in thermodynamic fusion, from which Shell nevertheless can expect no commercial return for at least 20 years.

Beckers has no doubts about the future importance of nuclear energy. He believes that Shell took the right decision on the basis of information available in 1973-74. "I have seen the analysis—I think it was done the right way."

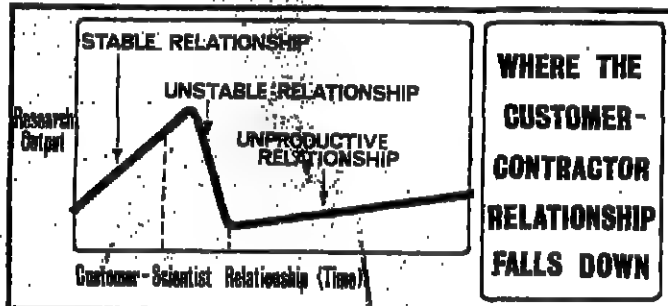
Even so, Beckers is looking hard at the lessons of the nuclear venture to guide Shell in taking big investment decisions in coal conversion. Armed with very large coal resources, the company is close to commissioning a demonstration plant in Germany of a new process for converting coal into a chemical feedstock gas. The technology, developed jointly by Shell Research and Koppers, has already been demonstrated at pilot-plant scale in Amsterdam. Deutsche Shell has funded the demonstration project, in the belief that Shell Research also has the catalysis technology needed to convert that synthesis gas to a liquid chemical feedstock. Altogether the Shell group has committed DM 100m (about £23m) to the German demonstration.

But for the next step, the first commercial-scale coal conversion plant, Shell will be looking for a Government commitment to help safeguard an investment which could well run into nine figures. The sponsor could be the EEC Commission, the U.S. Department of Energy, perhaps even the UK or Dutch Government if it has enough confidence in coal as a replacement for oil.

Lord Rothschild who, as head of the Cabinet Office "think-tank," made famous the customer-contractor principle for managing research, worked out the basic idea for industrial research as Shell's group research co-ordinator during the 1960s. Today the customer-contractor relationship is securely established between Shell's scientists and its business centres. Beckers, while wholeheartedly endorsing the principle, warns nevertheless of a danger pointed out by a fellow Dutchman, the technical chief of Philips.

The danger is summarised in the accompanying graph showing how a company's research output can fluctuate as the customer-contractor relationship matures. At first research output grows rapidly as the scientists are encouraged to direct their research more in line with business objectives, and the business sectors gain more influence on the development of the scientists' careers. The challenge is to keep this relationship in balance, maintaining both innovation and the bias towards company interest.

The danger point comes at the peak of the curve when the customer has become too influential and the scientist loses his independence. Innovation then declines sharply to a very low level. When it picks up again it is on the basis of a new relationship, with the customer in the dominant role and the research more akin to a technical service solving his day-to-day problems. How far has Shell Research developed in its relationship with its business sectors? Says Harry Beckers disarmingly: "The only thing I'll admit is that I'm fighting hard not to fall off that curve."



JUST BEFORE the holiday season got under way in earnest a new law was passed giving the French co-operative movement a major new boost.

The law, which completed its passage on July 1, governs the operations of "industrial" or "workers" co-ops. It provides further evidence that, as in the UK, much greater attention is now being paid to these enterprises.

The immediate issue which prompted the first expression of Government concern was a submission by these French co-ops that the interests of their members had been overlooked in the drafting of the country's profit sharing and employee share ownership legislation, which became law at the end of 1973.

That defect has now been remedied. From now on the purchase of shares by those working in French co-ops will be tax deductible on broadly the same conditions and up to the same limits as apply in private industry.

But the July 1 law contains additional clauses which go well beyond the straightforward business of rectifying that anomaly. Obviously the French industrial co-ops, which are linked together in the Confederation des Sociétés Co-operatives Ouvrières de Production (SCOOP), have not secured, in the new law, all the changes that they would have wished.

Apart from rectifying that employee share ownership anomaly, the new law should result over time in a significant strengthening of the average SCOOP base of the existing co-ops. For that and other reasons it should put the existing 550 odd SCOOP enterprises on a sounder financial footing. By removing a series of formidable disincentives, the new law is expected at SCOOP headquarters in Paris to do much to encourage the conversion into co-ops of privately owned small and medium sized French businesses.

It is important to note that the new law applies to "industrial" or "workers" co-ops alone—that is to enterprises, in the manufacturing or service sectors, which are controlled by those who work in them. Agricultural, consumer and housing co-ops are not affected.

The new law also contains an important ideological adjustment: from now on a co-op will be permitted to call itself a "société co-operative de travail" and will not be bound

into a close identification with the working class movement as it was, before July 1, by the obligatory word "ouvrière" in its title.

There are numerous further and more detailed provisions which will be of interest to specialists. But the final eye-catching—and pathbreaking—clauses in the new law deal with the acquisition and creation of co-operative subsidiaries (co-operative filiales) by co-operative parent enterprises (co-operative mères).

The proportion of the total workforce of the SCOOP enterprises who are also members of their respective co-ops has always been small. This has been a source of worry and embarrassment to the co-ops' leaders for many years. The proportion remained roughly the same—at about 30 per cent—for most of the post-war period and has only climbed to around 35 per cent—or a little more—in the last couple of years, partly as a result of some shedding of labour.

Because they own no shares, as well as for other reasons, non-members are normally less identified with their co-op and thus less committed to its success than member-workers. The prospective strengthening of the membership base is therefore of more than formal importance.

Privileges

The new law will encourage membership in a number of ways. To begin with, any co-op worker of more than a year's standing will be entitled to purchase shares in his enterprise as a result of the extension of the employee share ownership privileges—and having done so must automatically become a member.

Secondly, the rate of interest which the co-ops may pay on members' shares will no longer be fixed at 6 per cent but will vary in line with the going rate of tax.

Thirdly, it will become much

New law gives big boost to French co-ops

harder for existing members to reject membership applications by workers who have served a probationary period—and harder at the same time for non-member workers systematically to refuse to take up membership.

Taken together, these and other more detailed provisions will mean a substantial move on the part of these French industrial co-ops to a situation in which there is an identity between the enterprise workforce on the one hand and those who, as members, own and control it on the other. The absence of such an identity has long been seen as one of the major weaknesses of these French workers' co-ops—and indeed of their counterparts almost everywhere else.

By encouraging increased worker shareholding, the new law will clearly strengthen the financial position of the SCOOP co-ops. Their financial position will also be positively affected by a number of provisions which bear on the indivisible capital reserves base which all the French workers' co-ops must include in their balance sheets and which, under a succession of co-op laws, have statutorily been allocated not less than 15 per cent of net enterprise profits.

Under the new law there will be certain obligatory allocations to these reserves before the calculation of net profits; and under certain conditions they will also be credited with additional funds following asset revaluations; and in similar circumstances.

The SCOOP leaders make no secret of the fact that they sought further changes, and tax concessions, in the same direction of strengthening the capital reserves of their co-ops. In particular they argued that since no individual can benefit from these reserves (because they are legally indivisible) members' shares will no longer be fixed at 6 per cent but will vary in line with the going rate of tax.

That concession was not won. But pressure to secure it will continue, with emphasis on the

argument that strong reserves are the best possible way of ensuring that jobs in existing co-ops are secure.

For the first time in French co-op history the new law makes detailed provision for co-op subsidiaries. It allows for the co-op parent to own virtually the entire capital of its subsidiary over the first 10 years after the latter's acquisition or creation, and for a capital ownership of up to 50 per cent by the co-op parent thereafter.

It also allows the co-op parent "supplementary votes" in the general assembly of a subsidiary. These are not entirely academic provisions. In the past couple of years the largest of the SCOOP enterprises, the Association des Ouvriers en Instruments de Précision (AOIP)—which is a major producer of telephone equipment in France and employs some 4,000 people—has acquired two medium-sized engineering enterprises.

It has done so in part because it faces the prospect that labour engaged in the production of telephone equipment will run down in the next decade. These new provisions regularise what will happen to these two co-op subsidiaries, and others which may well appear over the next few years.

Conversion

At the SCOOP headquarters in Paris it is the provisions which will affect the possible voluntary conversion into workers' co-ops of existing private businesses, particularly in the small and medium sized sector, which are expected to have the most specific consequences over the next few years.

These new clauses will remove a series of formidable disincentives to voluntary conversion. Under the previous laws a "converting" enterprise was liable to pay up to 90 per cent of the worth of its net balance sheet to the tax authorities upon conversion. The unusual obligations which resulted in such a state of affairs have now been eliminated.

No one can be sure of the quantity of voluntary conversions which may come about in consequence. But it seems reasonable to expect that there will be substantially more recruits into the ranks of the French workers' co-ops over the next few years than for a long time.

Robert Oakeshott

More brains. Less money.

How compatible are your computer and your computer terminal?

Is the terminal good enough to make full use of the computer's resources?

And, if your terminal is made by the same people who made the computer, does that

necessarily make it the right choice?

While you ponder the questions, we'd like to declare our interest. Harris make a lot of high technology products, amongst them computer terminals.

All our resources, all our research, within our Data Communications Division, have gone into developing computer terminals alone.

The result? A terminal that is better than the terminals marketed by the main frame computer manufacturers. Specifically, our terminal is more intelligent than its competitors.

Whether your main frame computer comes from IBM, Honeywell, Univac, Burroughs or CDC-Harris can provide the terminals.

We deliver fast and can respond to your particular needs.

We support our terminals with a nation-wide team of specialist engineers who only service our terminals.

Whether your company needs interactive or remote job entry terminals—Harris can provide them, both in the UK and throughout the rest of the world.

For more details about Harris Terminals call or write to:-

Southern Sales Branch
35-37 Bury Mead Road, Hitchin,
Herts SG5 1RT. Tel: (0462) 53462Northern Sales Branch
143 The Piazza, Piccadilly Plaza,
Manchester M1. Tel: (061) 228 3565HARRIS
Data Communications

Harris Terminals. Some of the most competitively priced on the market.

Someone to answer the phone

AGOVOX ANSWERING

- Agovox C380 telephone answering machine
- available now on 1-year rental
- competitive rates
- the smallest and latest model from the Zeiss Group of West Germany

RING 01-778 7255 ANYTIME!

Agovox Answering, 4 Sydenham Road, London, SE26 5DY

amro bank in Tokyo

Amsterdam-Rotterdam Bank NV

Representative Office: 7-1, Yuraku-cho, 1-chome, Chiyoda-ku,
telephone (03) 284-0701/2, telex 25830,Head Offices: 595 Herengracht, Amsterdam, telex 11006
119 Coolsingel, Rotterdam, telex 22211amro bank
amsterdam-rotterdam bank nvBranches, subsidiaries or representative offices in Antwerp,
Curacao, Dubai, Jakarta, London, Tokyo and affiliates in 21 countries.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3BT

Telegrams: Finantime, London F84. Telex: 886341/2, 883897

Telephone: 01-248 8000

Tuesday August 15 1978

Losing out to imports

THE FIGURES for trade, output and retail sales released yesterday confirm a picture of the British economy which has become unremarkable only because it is so familiar — of a manufacturing sector which, although it performs quite creditably abroad, seems incapable of seizing the opportunities available on its own doorstep. This is in some ways a puzzling state of affairs, but it has persisted far too long to be overlooked. It helps to explain why UK recoveries are so short-lived, and suggests that the causes are to be sought not in world recession, exchange rates or the EEC, but here at home.

Export pause

The figures are stark. Retail sales so far this year have been some 4 per cent higher in volume than the average for 1977; but industrial production has so far risen by only 2 per cent, and manufacturing by a point and a half. Exports, it is true, have paused this year; but after a volume increase of 8 per cent last year (6½ per cent for manufacturing), and a slower growth of world trade, some slowdown was to be expected. Survey evidence suggests a further rise in export volume later this year, and the year-on-year growth may well match official forecasts of a further 4 per cent. This is reasonably in line with the growth of world markets, and well above the growth of UK output.

At home, on the other hand, sales of home-produced goods are probably virtually stagnant in a booming market. There are no direct figures for the UK, produced share in the home market, but the enormous rise in imports of nearly 12 per cent in volume in the first half of this year alone is three times as fast as the growth of the market, and suggests that imports have taken nearly all the increase. This accords with the Treasury's picture of the economy — so gloomy on the import side that the official figures were omitted from the Budget Red Book, and a consensus of less alarming private forecasts substituted.

Shipping out of phase

THE ORGANISATION for Economic Co-operation and Development said nothing that would have surprised shipowners last week when it warned that many shipping companies faced collapse this year and next because of over-capacity, low demand, and the uneconomic level of freight rates. The occasion for the organisation's warning was its report on maritime transport in 1977. Since then the situation has continued to deteriorate as even the stronger and more diversified shipping companies have found their reserves being steadily eroded by the maintenance of freight rates at or below the level of operating costs and as the problems of over-capacity have spread from the tanker to the dry cargo trades.

More than a tenth of the world fleet is now lying idle and a further sizeable proportion is under-employed. Even on the most optimistic projections of world trade, there is little prospect of supply and demand coming into balance for several years to come.

Chance

Shipping is an industry particularly vulnerable to fluctuations in world trade. But the over-capacity responsible for its present difficulties is only partly due to the slowdown in world trade, the contraction of oil consumption, and the changed pattern of oil tanker movements since the quadrupling of oil prices five years ago. The seeds of the present crisis lie also in the over-expansion of world shipbuilding capacity.

This can be traced back to a variety of causes: over-optimism about demand in the case of Japan; the desire of various governments in the developing world to save foreign exchange by building up their own fleets; the decision of countries in the Soviet bloc to build up their own fleets on a massive scale. These trends have only been preserved by the readiness of the governments in the traditional terms of being offered a reasonable wide credit and subsidies on an ground for complaint by those increasing scale to prospective purchasers, mostly for the sake of avoiding unemployment.

After years of worrying about the trade figures, it is natural to draw depressing conclusions from this for the balance of payments, but this is now mistaken. Rising North Sea oil production will pay for our consumer indulgences, and the expectation is still of a modest surplus. The balance of payments and sterling look safe.

The sad implications are for future growth. Unless the structure of output, or the competitive performance at home, or both, can be improved, the figures suggest that the level of activity in the UK is largely out of our own control. Fashionable disillusion with Keynesian economic management usually appeals to monetarist doctrines for its explanations; but if the whole rise and fall in domestic demand — apart from such non-traded sectors as construction — goes to foreign suppliers, the inflationary results of demand stimulation are self-explanatory. The growth of output, and thus in the long run of real incomes, must depend almost entirely on oil discoveries and on the slow and possibly precarious successes of our exporters.

Durables

Various explanations can be offered tentatively for this odd and puzzling state of affairs. Consumer booms and slumps tend to be concentrated heavily in a relatively small range of goods — mainly durables — in which UK performance has lagged for many years. One possible reason is the free use in earlier years of selective measures against durables — hire purchase controls and special taxes — as a quick-acting economic regulator, in the period when balance of payments crises demanded quick results. Perhaps steeper measures, allied with low labour costs in international terms, will put this right over the years. There may also be changes of taste at work. This is largely speculation, however; what is clear is that more needs to be discovered, in detail, why we should perform worse where others might hope to do best — in our own patch.

NORTH SEA oil has made its most obvious mark on the UK economy by creating the conditions for the current consumer boom. A less visible, though more long-lasting, result of the revival in confidence produced by the oil has been to permit a major restructuring of Britain's overseas debts.

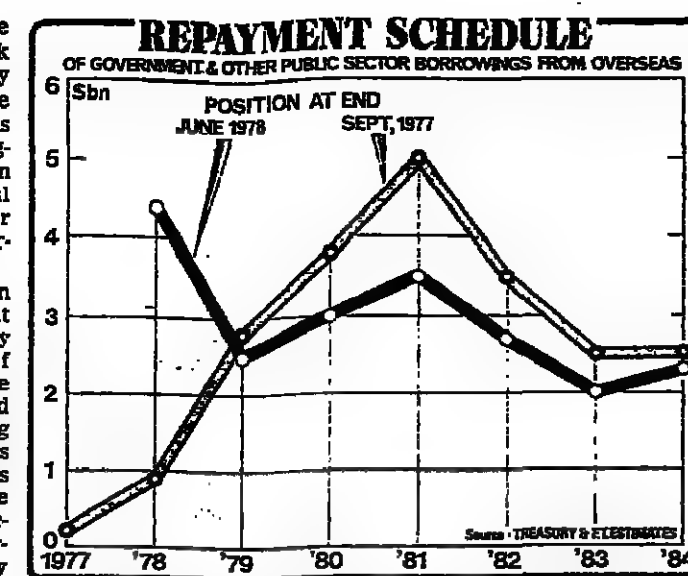
This programme has been carried out quietly and without fanfare since last summer by the Treasury and the Bank of England working in close collaboration. It has involved both the repayment of existing debts well before the due dates and new borrowing overseas with later maturity dates. The result has been both a reduction in total amount of overseas debt but also, equally significantly, a spreading of the burden of repayment away from the peak years of the early 1980s. Thus in the last 12 months the UK has gone a long way towards ensuring that debt repayment is a manageable problem and does not impose excessive constraints on the growth of the economy.

This prospect appeared very distant in early 1977, when the UK had just negotiated a \$3.9bn standby credit from the International Monetary Fund and a \$1.5bn syndicated bank loan. These debts were only the culmination of a steady series of borrowings raised over the previous three years in order to finance the large current account deficits of the period and the equally big outflows of short-term capital during the frequent sterling crises of 1975-76.

The result was that Britain's official short and medium term borrowing from abroad had risen from just under \$3bn at the end of 1973 to \$18bn by the summer of 1977, according to Bank of England figures. Total overseas borrowing by the Government and the rest of the public sector amounted to \$24.8bn by last September — and of this, \$20.2bn was going to mature between 1979 and 1984 and \$15.2bn during the four years of 1979-83.

The existence of this huge burden prompted Mr. Gordon Richardson, the Governor of the Bank of England, to call, in January 1977, for a "massive improvement in our net external asset position" over the next half-decade or so. Consequently, the UK should move into very substantial current account surplus, and stay there for years.

This view may have been widely shared in the City but it has not been uncontroversial. A number of economists, mainly on the Left, and bodies such as the National Institute of Economic and Social Research have argued that debt repayment should not be given the priority implied by Mr. Richardson. They have main-



The above graph is based on Treasury figures and FT estimates. Comparisons are extremely complicated but the figures assume that non-dollar currencies have been converted to dollars on relevant dates. They include loans raised to finance imports and the IMF gold tranche. But the estimates show the effect of IMF repayments on reserves, not the gross repayment figures. The \$1bn prepayment to the IMF, announced but not yet undertaken, is assumed to come from the first drawing in January 1977 of the standby credit. The figures take account of all prepayments, assume that New York bonds are entirely repaid in 1983, but take no account of the \$500m Electricity Council loan arranged after the end of June.

It is inevitably a question of balance. What the Government has in practice done is to take immediate advantage of the improvement in market conditions — notably the strong pound and the five-fold rise in the official reserves during 1977 — to undertake a large part of the debt restructuring and to steer a middle course for the future.

Mr. Denis Healey, the Chancellor of the Exchequer, said in his Budget speech in April that "it would not be sensible to pay off the whole of the debt from current account surpluses earned over the next six or seven years. That would add to the problem of current account imbalances in the world and it would not be consistent with the need to expand our economy. The Government's aim is therefore to combine net repayment of debt year-by-year with new borrowing to spread the maturities."

This policy can be criticised from another angle on the view that the Government has effectively pre-empted for itself the main benefits of a current account surplus and of the improvement in the reserves, and has shut out the private sector by not freeing exchange controls on outward capital investment. The Government did not launch its restructuring policy until late last summer. It wanted to be convinced that the

strength of sterling was not a temporary phenomenon in danger of being undermined by worries over pay and that the current account was in surplus. Once the Treasury and the Bank felt sure on these points, the programme began. The main priority was to establish a record of net repayment of debts before the main new borrowing moves, though around \$450m was raised towards the end of last year.

The main aim was clearly to pre-pay debt maturing in the peak years of 1979-84, and in particular loans arranged at expensive fixed interest rates or at floating rates with a big margin over the market level. This has not been a straightforward operation, since many of the loan agreements have restrictions on repayment until a certain time in the life of the loan and penalty clauses. Much of the debt is in the name of nationalised industries and other bodies, such as the Electricity Council and Post Office, which are protected under the exchange cover scheme against a fall in the value of sterling. The debt was raised principally to bolster the reserves and is Treasury guaranteed. But drawn-out negotiations are often necessary with the relevant public sector bodies about repayment and any consequent refinancing in the UK from the central Government.

In any event, various public sector bodies prepaid \$100m last autumn and they have undertaken, or announced, the prepayment of a further \$1.4bn this year. This is in addition to about

\$850m of public sector debt and \$100m of central Government loans which mature anyway in 1978.

The Government's large outstanding borrowings from the International Monetary Fund — \$4bn by mid-1977 — involve relatively cheap interest payments. But political advantages are seen in repaying some of this debt before the due dates. This applies both domestically, as repayment is an obvious indicator of the improvement in Britain's fortunes, and internationally, as an aid to boosting the Fund's resources and enhancing the UK's status as a borrower. Accordingly, the intention to repay \$1bn was announced at the beginning of the year and a promise to repay a further \$1bn was made in the April Budget.

The build-up of this series of prepayments was a key element of what might be described as the highlight of the programme so far — the raising of nearly \$550m via an issue of bonds in the New York market. This was announced in April and carried out in the following month.

The key point is that New York is the most prestigious capital market in the world, which had not been previously tapped by the Government. So a successful UK issue there would help elsewhere. However, an issue in New York involves rating by the domestic rating agencies. This could not be risked unless there was the certainty of a triple A assessment, the highest. The authorities in London feel that there was never any rational argument why this rating should have ever been refused, even during the crises of 1976. But an approach then might have — to put it euphemistically — created embarrassment.

UK's credit status

So the Government waited until the improvement in financial confidence was well established. A decision in principle to go to New York was taken last November and it was followed by discussions with the rating agencies. After the issue was announced, there was a "road show" through major U.S. financial centres, where senior Treasury and Bank officials effectively sold Britain to local investors.

The issue turned out to be successful and was the largest by a foreign government apart from Canada, which has a special borrowing position in the U.S. Consequently, the hope is that the offer has established the UK's credit status throughout world capital markets while opening up New York to certain private sector as well as public sector borrowers.

In addition, UK public sector



GORDON RICHARDSON call for a "massive improvement" in Britain's external assets position

bodies raised about \$550m in the first half of this year, from a variety of Common Market institutions as well as the market. More than \$500m in new debt has been arranged since the end of June, notably in a loan for the Electricity Council from a syndicate of Japanese banks.

The programme has so far increased repayments this year from about \$950m to \$4.4bn. There is just under \$1.4bn of new borrowings with maturity dates after the peak years of the early 1980s. In addition, the Government has renegotiated its \$1.5bn syndicated bank loan, lengthening the average life by about three years into the late 1980s.

These moves have not entirely disposed of the problem of the early 1980s hump, but with the exception of 1981 this has almost been achieved. The amount due to be repaid in 1979-84 has been reduced by a fifth, while the total maturing in the peak years of 1979-82 has been cut by nearly a quarter.

The result has also been a small reduction in total official debts outstanding. Last September, about \$23.7bn was owed from 1979 onwards but by the end of June this year the total outstanding had been cut to \$22.5bn.

The restructuring in the past 12 months has been on a larger scale than is likely in the future, partly because the Government has had the special advantage of a high level of official reserves. This has acted as a buffer stock which it has been possible to run down. Although the current level of reserves is regarded as more than sufficient for immediate needs, there is not nearly as much of a margin as there was and the speculative froth has disappeared. Consequently, in future it will not be possible to make big inroads into the reserves for repayments and the intention is that current

account earnings and structural capital inflows should provide the opportunity for net repayment year-by-year.

This will involve fulfilling existing repayment obligations and making some further prepayments from time-to-time on certain floating rate debt when the penalty clauses lapse. The programme of new borrowing will also continue and the aim here is to make occasional visits to a range of markets.

There is likely to be a return to the New York domestic capital market — Yankee bonds as they are known — when market conditions improve. No decisions have been taken on further moves but access to other possible sources in New York has now been gained. There is, for example, the private placement market, which might be more suitable for nationalised industries, though the short-term scope may be absorbed by some of the funding for the PanAm/Rolls-Royce engines deal. The commercial paper market in New York also has attractions on interest rates grounds and there could be scope for modest borrowing here with back-up lines from London.

Among other possible sources are the London Eurobond market, which has not been used for a year, and the syndicated bank market, which has already been a major source of funds and where money is available for longer maturities than was the case a year ago. There is certainly no shortage of lenders lining up outside the Bank of England keen to earn a fee.

There may be possibilities further afield — for example, borrowing in Deutsche Marks or Japanese yen. In general, the UK is reluctant to borrow in these currencies because of the exchange risk; the reserves are predominantly invested in dollar assets because of the flexibility of instruments and marketability. So the UK looks like remaining a dollar borrower, though the hoped-for opening up of the Japanese capital market could mean it will become possible to borrow in Tokyo in dollars.

In addition, there is likely to be a steady stream of borrowing — \$500m annually on average — from EEC institutions such as the European Investment Bank. The achievement of the last year has been to create this range of options. But even though the repayment burden has been reduced, the continued successful implementation of the strategy is dependent on maintaining a satisfactory external position which retains market confidence — and yesterday's disappointing trade figures showed that the UK is still far from being persistently in surplus.

MEN AND MATTERS

Hearing secret discords

There was an almost heavenly harmony in the Connaught Rooms, near Covent Garden, yesterday — until the dread name of South Korea was mentioned. The Piano Trade Fair, displaying the wares of a £20m a year British industry, conceals beneath its well-polished veneer the brooding fear of a swift oriental aspersio. This year, West Germany is Britain's best customer for pianos, but the Koreans are already sending instruments there by the shipload. Gerald Brasted, director of the Piano Manufacturers Association admits that the Koreans may soon take from us a fifth of our exports.

In Brasted's opinion, the Korean piano is anything but upright. "It is produced with cheap labour, working a 60-hour week," he says. The British manufacturers are also upset here at £800 a time (against £900 for a comparable home-made instrument) and come in duty-free because Korea is treated as a developing country. The Koreans, for their part, put 100 per cent duty on British piano imports.

"The Koreans intend to attack the EEC with pianos in a big way," forecasts Brasted, conjuring up a cacophonous future. "They plan to be making 10,000 instruments a year by 1980." He also belaboured the U.S. manufacturers for using cheap labour in Mexico, and the Brazilians as well. "We think that our industry, earning £10m a year in exports, with a labour force of only 2,000, is facing unfair threats."

The British piano-makers seem nonplussed about the best way to meet the Korean challenge in the EEC, but they want the government to protect the home market against imports. In the end, it is the same conundrum as faces our

car industry: the Japanese have financed the Korean piano manufacturers — and their own instruments are already being made here under licence.

Debenham's delight

Eyebrows may have been raised by the £3,000 fine imposed on an Iraqi shoplifter yesterday for three counts of stealing clothes and jewellery worth £73. But if eyebrows were on the move it was not in Oxford Street, where traders were delighted by the new record set by the courts. Typical was the reaction of Alan Shaw, security officer at Debenham's, who said fines at Manborough Street had been steadily increasing since the upper limits were more than doubled to £1,000 at the beginning of July.

"We have been pressing them to put up the fines for three years now," he said. "Pleased? I should say so." He pointed with satisfaction to

another case in the same court where an Iranian civil servant also paid the maximum £1,000 on each of two charges, and one of "his" cases in which a woman who had stolen a purse paid £500 and £80 costs.

What is shop theft costing Oxford Street? "I do not think anyone can really say what we lose, but it must be running at around £23m a year. We consider ourselves lucky if we recover 5 per cent or 10 per cent."

Apart from the change in the law, London retailers are heartened by the Shah of Iran's recent warning that he would be withdrawing passports if his subjects persisted in foreign pilfering.

Mechanical wail

Living creatures threatened with exploding harpoons have many people's sympathy. But the friends of whales — or the advertising men who advise them — can easily make their propaganda more tiresome than effective.

At Histon, near Cambridge, the oddly suburban base of the International Whaling Commission is still being flooded with letters extolling the virtues of whales, exposing the "greed" of the whaling nations, and demanding that quotas be drastically cut at the IWC's 30th annual meeting — which was seven weeks ago.

"In the early days we used to count the letters," one official told me. "Now they come in such vast quantities we just weigh them." Of the numerous protest organisations in the U.S., the Whale Protection Fund alone has so far been responsible for more than 74,000 of the letters, many of which, unopened, are already in the hands of youthful stamp collectors around Cambridge.

"It's all rather mindless," says the IWC Secretary Dr. Ray

Gambell. "I don't think the majority even realise the implications of what they are saying."

"If you reckon each letter costs 10p and there are many thousands of them, a great deal of money is being wasted. We could have done some useful research on whales with that."

While adamant that the whale is not about to become extinct, Dr. Gambell reserved praise for the Guild-based People's Trust for Endangered Species, which concentrates on funding research. But their sober and factual approach fails to influence the more steamy-eyed whale-lovers — many of whom send donations and letters of support to the IWC by mistake during the run-up to the June meeting.

Nicholas Cecil Gibson of the People's Trust is philosophical about such things: "If anything is going to be done nationally or internationally you've got to campaign on many different levels," he says.

Blank account

In Dietikon, just west of Zurich, they are baffled this week by a "negative bank raid." A middle-aged woman, wearing white cotton socks and looking so untidy that she seemed distinctly un-Swiss, walked into the Bank Leu and put down 30,000 francs in notes in front of a cashier. Then without a word of explanation, she hurried into the street and vanished. The cash, worth more than £8,500, is being held by the bank while the Zurich police cast around for clues and an explanation. One local newspaper has speculated that she was a housewife who had saved up the money and was frightened that her husband would find out about it: in Swiss law, it is forbidden for a woman to have a bank account without her husband's consent.

BANKERS TRUST INTERNATIONAL LIMITED

Market Makers in Floating Rate Note Issues

The interest rates per annum applicable to the following US Floating Rate Note Issues were announced during July. These rates are quoted for information purposes only, and should be confirmed prior to the execution of a specific transaction. The rates quoted apply to the six-month periods shown.

		From	To	Rate
Nafinsa	1985/93	5 Jul 78	5 Jan 79	10½%
Privredna Banka	1985	6 Jul 78	8 Jan 79	10½%
C.C.F. min. 6½%	1977/83	10 Jul 78	10 Jan 79	10½%
O.R.B.	1983	10 Jul 78	10 Jan 79	9½%
Adela	1983	11 Jul 78	11 Jan 79	10½%
C.C.F. min. 7%	1983	11 Jul 78	11 Jan 79	9½%
Credit National	1983	11 Jul 78	11 Jan 79	9½%
B.I.A.O.	1983	12 Jul 78	12 Jan 79	9½%
Indo-Suez	1981	15 Jul 78	15 Jan 79	9½%
Ljubljanska Banka	1985	19 Jul 78	19 Jan 79	10½%
Offshore Mining	1988	19 Jul 78	19 Jan 79	9½%
R.O.P.	1983	20 Jul 78	22 Jan 79	9½%
B.N.P. min. 5.75%	1983	21 Jul 78	21 Jan 79	9½%
Chase	1983	27 Jul 78	29 Jan 79	9½%
L.T.C.B.	1982	27 Jul 78	29 Jan 79	9½%
C.Z.B.	1981	31 Jul 78	31 Jan 79	9½%
Insileco	1980	31 Jul 78	31 Jan 79	10½%
Banco de la Nacion				
Argentina	1983	21 Jul 78	22 Jan 79	9½%
Arab Int'l Bank	1983	31 Jul 78	31 Jan 79	9½%
Midland	1983	20 Jul 78	22 Jan 79	9½%
Indo-Suez	1985	25 Jul 78	25 Jan 79	9½%
African Dev. Bank	1983	27 Jul 78	29 Jan 79	9½%

Interest rates applicable to the issues listed below will be announced during August.

	1981	1982	1983	1984
G.I.C.				
Jugobanka				
S.N.C.F.				
C.C.C.E.				
Credit Lyonnais				
Standard Chartered				
Credit Lyonnais 6½ min.				
Banco do Brazil				
Escom				
I.B.J. 6½ min.				
L.T.C.B.				
B.U.E.				
B.N.P.				
Midland				
R.F.C.E.				
Alshil				
Williams & Glyns				

BTI

BANKERS TRUST INTERNATIONAL LIMITED
56-60 New Broad Street, London EC2.
Dealers' Telephone: 588 6301-5, Telex: 883042.

Observer

FINANCIAL TIMES

Eurobond Quotations and Yields

AIBD

THE ASSOCIATION OF
INTERNATIONAL BOND DEALERS

At 31st JULY, 1978

CONTENTS

GROUP HEADINGS	PAGE	GROUP HEADINGS	PAGE
US Dollars—Algeria	15	French Francs	20
—Australia	15	Hong Kong Dollars	20
—Belgium	15	Japanese Yen	20
—Brazil	15	Kuwait Dinars	20
—Canada	15	Kroner (Denmark)	20
—Colombia	15	—Luxembourg Francs	20-21
—Denmark	15	—Saudi Riyals	21
—Finland	15	—Sterling/DM	21
—France	15	—Austrian Dollar/DM	21
—Germany	15	—External Sterling/DM	21
—Greece	15	—Special Drawing Rights	21
—Hong Kong	15	—Convertible—France	21
—Hungary	15	—Hong Kong	21
—Iran	15	—Japan	21
—Israel	15	—Luxembourg	21
—Italy	15	—Netherlands	21-24
—Japan	15	—Convertible—Singapore	24
—Korea	15	—S. Africa	24
—Luxembourg	15	—Sweden	24
—Mexico	15	—Switzerland	24
—Netherlands	15	—U.K.	24
—New Zealand	15	—Convertible—U.S.	24
—Norway	15		
—Panama	15		
—Papua	15		
—Philippines	15		
—Portugal	15		
—Singapore	15		
—South Africa	15		
—Spain	15		
—Sweden	15		
—Switzerland	15		
—Venezuela	15		
—United Kingdom	15		
—United States	15		
US Dollars—Multinational	15-19		
—Supranational	15-19		
—Australian Dollars	15		
—Austrian Dollars	15		
—Canadian Dollars	15		
—Euro Composite Units	15		
—Euro Currency Units	15		
—Euro Units of Account	15		

The Association of International Bond Dealers (AIBD) compiles current market quotations and yields for Eurobond issues. These quotations and yields are published monthly by the Financial Times. The Association's prices and yields

are compiled from quotations obtained from market-makers on the last working day of each month: there is no single stock exchange for Eurobonds in the usually recognised sense—secondary market trading business is done on the telephone

between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969), comprises over 450 institutions from about 27 countries. A key to the table is published opposite.

Eurobonds in July

BY MARY CAMPBELL, Euromarkets Editor

If present trends continue, July will be remembered as the month when the dollar sector turned after its nine-month decline. The turn was not really confirmed until the last week of the month, after a period of considerable uncertainty, and was directly linked to changes in expectations on U.S. interest rates. The improvement in dollar straight bond prices coincided with a period when the dollar itself was falling drastically on the foreign exchange markets.

At the same time, the D-Mark sector went through yet another weak month with reaction to the Bremen and Bonn summit meetings in the first half of the month causing some of the worst selling pressure the domestic market has ever seen. The Bundesbank was forced to buy up more paper than before in any similar period. (This market has since turned upwards very strongly, and moreover at a time when dollar straight bonds were still in heavy demand.)

Among the key variables affecting international bond market trends, Eurodollar interest rates ended the month almost exactly where they began it, while the dollar fell sharply

settled, but subsequent developments seemed to confirm these trends. Although the prices of floating rate notes did not fall far, they very definitely fell for the first time in months and lasting activity had by the end of July slowed from a flood to a stream.

The German domestic market was badly affected by fears of the effects of the Bonn summit on the German public sector financing requirement—on top of the reserves funding proposal. And this fed through somewhat into foreign bond prices.

Meanwhile the foreign bond calendar was greatly inflated by a large volume of supranational offerings.

The sharp weakness of the German domestic bond market was not fully reflected in the foreign bond market while the new issues that were made tended to reflect even the levels to which secondary market yields had fallen. This meant that they were extremely hard if not impossible to place and in the case of the World Bank, Deutsche Bank activated the so-called control number system which had not been seen outside the German domestic capital market since 1959. This system, aimed at preventing underwriters from dumping bonds, made it possible for Deutsche Bank to identify the bank to whom any bond it

between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969), comprises over 450 institutions from about 27 countries. A key to the table is published opposite.

settled, but subsequent developments seemed to confirm these trends. Although the prices of floating rate notes did not fall far, they very definitely fell for the first time in months and lasting activity had by the end of July slowed from a flood to a stream.

The German domestic market was badly affected by fears of the effects of the Bonn summit on the German public sector financing requirement—on top of the reserves funding proposal. And this fed through somewhat into foreign bond prices.

Meanwhile the foreign bond calendar was greatly inflated by a large volume of supranational offerings.

The sharp weakness of the German domestic bond market was not fully reflected in the foreign bond market while the new issues that were made tended to reflect even the levels to which secondary market yields had fallen. This meant that they were extremely hard if not impossible to place and in the case of the World Bank, Deutsche Bank activated the so-called control number system which had not been seen outside the German domestic capital market since 1959. This system, aimed at preventing underwriters from dumping bonds, made it possible for Deutsche Bank to identify the bank to whom any bond it

between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969), comprises over 450 institutions from about 27 countries. A key to the table is published opposite.

settled, but subsequent developments seemed to confirm these trends. Although the prices of floating rate notes did not fall far, they very definitely fell for the first time in months and lasting activity had by the end of July slowed from a flood to a stream.

The sharp weakness of the German domestic bond market was not fully reflected in the foreign bond market while the new issues that were made tended to reflect even the levels to which secondary market yields had fallen. This meant that they were extremely hard if not impossible to place and in the case of the World Bank, Deutsche Bank activated the so-called control number system which had not been seen outside the German domestic capital market since 1959. This system, aimed at preventing underwriters from dumping bonds, made it possible for Deutsche Bank to identify the bank to whom any bond it

between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969), comprises over 450 institutions from about 27 countries. A key to the table is published opposite.

settled, but subsequent developments seemed to confirm these trends. Although the prices of floating rate notes did not fall far, they very definitely fell for the first time in months and lasting activity had by the end of July slowed from a flood to a stream.

The sharp weakness of the German domestic bond market was not fully reflected in the foreign bond market while the new issues that were made tended to reflect even the levels to which secondary market yields had fallen. This meant that they were extremely hard if not impossible to place and in the case of the World Bank, Deutsche Bank activated the so-called control number system which had not been seen outside the German domestic capital market since 1959. This system, aimed at preventing underwriters from dumping bonds, made it possible for Deutsche Bank to identify the bank to whom any bond it

between dealers scattered across the world's major financial centres. Membership of the AIBD (which was established in 1969), comprises over 450 institutions from about 27 countries. A key to the table is published opposite.

settled, but subsequent developments seemed to confirm these trends. Although the prices of floating rate notes did not fall far, they very definitely fell for the first time in months and lasting activity had by the end of July slowed from a flood to a stream.

[illegible][illegible]

**Medianstalt
for dea
and Inter**

**Creditanstalt-Bankverein - your partner in Austria
for dealing in Austrian Schilling Bonds
and International Bonds of Austrian issuers**

Austrian Quotes

Quotations and Yields of Austrian Eurobonds

(R) Purchase for redemption purposes by issuer possible. The bonds so purchased may be used for repayment according to plan. (...) Repayment at a premium. (G) Government Guarantee. (S) Local Government Guarantee. Yield calculations are based on the middle of the maturity period.

GZ and it acts as a depository bank for investment funds. Leading or co-managing almost all domestic issues and having underwritten more than 220 issues on the Euro-Capital-Market in 1977 alone, Girozentrale Vienna is one of the leading Austrian financial institutions.

Girozentrale Vienna

[illegible][illegible]

[illegible]

ISSUER (RETAINED DATA (A&O))	YIELD ON PAR YIELD ON PRICE	SPREAD/ COUPON/MATURITY	PRICE	LIFE/ AVAILABILITY	YIELD TO MATURITY/ YIELD TO AVERAGE LIFE	CURRENT YIELD	YIELD TO NEXT CALL/ NEXT CALL PRICE	CALL NOTICE (DAYS)	NEXT PAYMENT	FIRST PAY DATE	DELIVERY SECURITY	MANAGER	MARKET MAKERS
CANADIAN DEBENTURES (CONTINUED)													
30-00	1973	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1974	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1975	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1976	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1977	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1978	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1979	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1980	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1981	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1982	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1983	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1984	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1985	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1986	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1987	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1988	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1989	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1990	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1991	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1992	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1993	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1994	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1995	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1996	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1997	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1998	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	1999	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2000	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2001	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2002	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2003	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2004	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2005	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2006	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2007	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2008	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2009	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2010	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2011	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2012	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2013	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2014	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2015	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2016	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2017	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2018	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2019	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2020	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2021	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2022	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2023	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2024	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2025	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2026	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2027	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2028	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2029	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2030	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2031	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2032	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2033	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2034	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2035	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2036	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2037	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2038	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2039	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2040	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2041	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2042	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2043	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2044	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2045	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2046	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2047	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2048	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2049	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2050	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2051	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2052	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2053	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2054	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2055	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2056	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2057	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2058	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2059	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2060	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2061	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2062	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2063	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2064	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2065	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2066	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2067	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2068	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2069	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2070	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-00	2071	ONE NOTES ACCEPTANCE	100.00	1/2	8.21	9.29	9.45	0.00	30	10	BT	456	444
30-0													

[illegible][illegible]

ISSUED/STATED Q'S (MID)	DATE OF ISSUE/ ISSUE PRICE	BORROWER'S COUPON MATURITY	BOND PRICE/ SHARE PRICE	PERCENTAGE CURRENT SHARE YIELD	YIELD TO MATURITY P.A.R.	YIELD TO NEXT CALL DATE	CALL PRICE (CALL DATE)	CONVERSION PRICE (FIRST RT)	CONVERSION DATE (DATE OF DELIVERY)	DELIVERY SECURITY LISTING	LEAD MANAGER	MARKET MAKERS
LAW FIRM'S-BLACK												
100.00 30.00	1972	GERNAT DISTR	100 3/4	7.12	10.26	60	95.14	PP1500	RT	92	205	210
100.00 100.00	5.00	15/ 8/1987	540	7.00		105.30	1478	10.91	9/1972	LC	80	275
100.00 1990	EDGELAND 15/ 8/1987	133 3/8	6.50	68	60	-5.06	PP2120	RT	93	203	217	
30.00 100.00	6.00	25/11/1985	500	6.00		100.00	1978	10.76	9/1970	LEHRS	915	975
100.00 30.00	1970	SEKEL IT L'NONI PART	101 1/8	6.50	6.78	30	10.23	30/ 7/1970	LC	82	205	217
100.00 90.50	7.00	15/ 5/1985	284	9.31		100.50	1978	30/ 7/1970	ARMED	915	975	975
CONVERTIBLES-BUSC BOND												
100.00 100.00	5.50	ASA HAVILLAND INT	67	9.70	12.70	60	30.68	25/ 7/1974	LC	90	120	940
100.00 100.00	6.50	31/ 3/1989	4.95	9.30	3.00	143.30	68		2/ 9/1974	LC	90	975
CONVERTIBLES-JAPAN												
30.00 1975	ASAMI CHEMICAL	1 180 3/4	3.26	40	30	-1.12	INT 120.5	RT	90	609		
100.00 180.00	6.25	30/ 9/1980	1 158	3.14		104.00	1979		7/ 4/1976	LC		
10.00 1977	ASAMI OPTICAL	156 5/8	3.93	1.41	40	-3.32	INT 460	RT	91	501		
10.00 100.00	6.00	31/ 3/1983	476	5.26		104.00	1980		7/ 5/1977	ARM		
15.00 1978	ASAMI CO	170 5/2	4.55	1.26	40	-2.43	INT 220	RT	91	501		
13.00 100.00	5.75	20/ 1/1992	608	1.08		104.00	1982		7/ 9/1976	LC		
13.00 1977	DAI NIPPON PRINTING	354	1.22	40	30	-4.17	INT 180.3	RT	99	515	520	960
10.00 100.00	6.75	31/ 2/1988	504	1.44	100.00		1980		7/ 1/1977	LC	204	
30.00 1976	DAI NIPPON	142 3/4	2.23	40	30	-4.16	INT 505.7	RT	92	483		
20.75 100.00	6.00	30/ 9/1981	590	7.0		104.00	1979		7/ 9/1976	LC		
13.00 1976	DADAM WORKS INDUSTRY	117 1/8	6.25	5.26	40	65	96	INT 541	RT	90	159	515
10.00 100.00	7.25	31/ 3/1983	396	3.38		104.00	1980		7/ 8/1976	LC	975	
10.00 1976	HITACHI LTD	110	5.68		40		-2.23	INT 79.8	RT	90	346	515
1.00 100.00	6.25	31/ 7/1979	253	2.17			1/12/1976	LC	94			
10.00 1976	DAI NIPPON	110	5.68		40		-2.23	INT 79.8	RT	90	346	515
8.25 100.00	6.25	30/ 9/1984	253	2.17		104.00	1978		7/ 1/1976	LC	94	
10.00 1977	DAI NIPPON ELECTRIC WORKS	121	5.3	4.42	40	30	22.67	INT 221	RT	90	39	913
75.00 1977	DAI NIPPON	118	5.18		40		7/ 1/1976	LC	94			
49.90 100.00	5.75	31/ 8/1983	1340	1.03		104.25	1980	1980	7/ 8/1976	LC	91	
50.00 1977	DAI NIPPON	118	5.18		40		7/ 1/1976	LC	94			
49.90 100.00	6.00	31/ 8/1982	1180	1.03		104.50	1980	1980	7/ 8/1976	LC	91	418
50.00 1977	JIBCO	122 7/8	4.0	2.83	40	-5.46	INT 188.7	RT	90	518		
49.90 100.00	6.00	30/ 9/1982	1180	1.03		104.50	1980	1980	7/ 8/1976	LC	91	
30.00 1975	KAO SOAP CO	143 1/4	4.22	2.48	40	-7.38	INT 276	RT	92	286		
30.00 100.00	6.00	30/ 9/1982	876	7.0		104.00	1980		7/ 10/1977	LC		
1.84 100.00	6.25	30/ 9/1984	218	1.1		104.00	1978		7/ 1/1976	LC	94	
30.00 1975	KOMATSU LTD	199 7/8	5.23	2.23	40	-1.00	INT 248	RT	90	530	515	520
49.90 100.00	7.25	30/ 8/1980	816	2.55		105.50	1978	1980	30/ 8/1976	LC	91	
75.00 1977	REANY	112 7/8	5.18		40		7/ 1/1976	LC	94			
79.94 100.00	5.25	15/ 8/1981	112	5.18		104.50	1980	1980	7/ 8/1976	LC	91	485
30.00 1976	MAHLE	188 1/4	2.03	40	45	-1.09	INT 982.8	RT	92	413		
75.00 100.00	6.50	31/ 1/1991	104	2.03		104.00	1980		7/ 1/1976	LC	94	
100.00 1993	MAHLE	188 1/4	2.03	40	45	-1.09	INT 982.8	RT	92	413		
84.20 100.00	6.50	20/11/1990	738	1.28		105.15	1978	1980	20/11/1975	LC	91	
84.20 100.00	7.50	21/ 2/1991	111 3/8	3.27		104.50	1978	1980	21/ 2/1976	LC	91	488
84.20 100.00	7.50	21/ 2/1991	111 3/8	3.27		104.50	1978	1980	21/ 2/1976	LC	91	488

[illegible]

1997	310 1/2	8-29	5-79	40	30	60	141	510	50	361	805	925
1998	310 1/2	8-29	5-79	40	30	60	141	510	50	361	805	925
1999	77 1/8	8-16	8-47	102-50	190	310	127-1	70	237	558	841	866
2000	31-4			102-50	190	310	131 9/10	48	237	810	800	925
2001	247	2-21		40	30	-83	70	49-8	50	247	840	975
2002	176	8-21		190	190	190	11 13/10	84	237	810	800	925
2003	210 1/8	8-26	8-34	84-13	60	-3-18	70	190	237	558	841	866
2004	35-8			102-50	190	190	15 1/2	77 1/8	190	237	558	841
2005	88	8-46	8-29	30	41-37	30	-75	93	237	810	800	925
2006	32-8	3-58		190	190	-190	-7 1/10	84	237	810	800	925
2007	80 1/2	6-82	8-18		30	31-17	70	104	237	558	841	866
2008	31-4			100-50	190	190	14 1/10	98	237	810	800	925

1

STMENT FUNDS

include Eurobond issues within their portfolios
& Yields as at 31st July, 1978

EUROBOND HOLDINGS N.V.
 WILSKADE 24 WILLEMSTAD, CURACAO
 Agents: Intel' 15 Christopher St. EC2

01-21/723 Tel: 8814408 \$US20.40

COMPAGNIE GENERALE De BANQUE
GENERALE Du LUXEMBOURG

Price	First issue Price	Yield %	Div. Date
-------	----------------------	------------	--------------

LuxFr 878	LuxFr 1000	a.13	21 Nov. (F69-)
LuxFr 1394	LuxFr 1000	(Capitalisation)	
1977/78		1977/78	
High	Low	High	Low
LuxFr 917	LuxFr 839	LuxFr 917	LuxFr 818
LuxFr 1394	LuxFr 1256	LuxFr 1394	LuxFr 1017

[illegible]

story behind tmaker nr. 611


Internationally, and is now operating as Marketmaker 611, in Dutch Domestic Bonds and Euroguilder notes.

Considering the number of issues, in which Marketmaker 611 is quoted in the AIBD Quotations and Yields, it might be very worth-

Rabobank is also contributor to the Reuter Monitor System under page

Centrale Rabobank, Holland,
Keizersgracht 604, Amsterdam.
Tel. Central (020) 252051.
Trading (020) 262313.

also Telexnr.10161.

abobank 

Master in Banking



MEMBER OF UNICO BANKING GROUP.

The following Tombstone announcements were published in the Financial Times during July

Tombstone date	Publication date	
3/7/78	3/7/78	RANK OVERSEAS HOLDINGS LIMITED Aus\$12,000,000 11% Guaranteed Notes due 1983 N. M. Rothschild & Sons Limited and others
3/7/78	3/7/78 & 17/7/78	F. L. SMITH & CO. A.S. U.S.\$20,000,000 9 1/2% Bonds due 1985 Chase Manhattan Limited and others
3/7/78	3/7/78	NEW ZEALAND Dfs\$75,000,000 8 1/2% Bearer Notes 1978 due 1984 Private placement Amsterdam-Rotterdam Bank N.V. and others
1/7/78	3/7/78	DEN NORSKE INDUSTRIEBANK A/S U.S.\$22,000,000 8 1/2% Guaranteed Notes 1985 Private placement Union Bank of Switzerland (Securities) Limited and others
24/5/78	4/7/78	PROVINCE OF NEWFOUNDLAND U.S.\$50,000,000 9 1/2% Bonds due 1980 Credit Commercial de France and others
27/6/78	4/7/78	CITY OF STOCKHOLM Y10,000,000,000 6 3/4% Japanese Yen Bonds of (1978) due 1990 Yamaichi Securities Company Limited and others
4/7/78	4/7/78	FEDERATIVE REPUBLIC OF BRAZIL Dfs\$75,000,000 7 1/2% Bearer Notes 1978 due 1983 Algemeine Bank Nederland N.V. and others
3/6/78	5/7/78 & 10/7/78	CREDIT COMMERCIAL DE FRANCE U.S.\$45,000,000 Floating Rate Notes due 1985 Credit Commercial de France and others
Jun. 78	5/7/78	THE COUNCIL OF EUROPE RESETTLEMENT FUND DM20,000,000 8 1/2% Bearer Bonds of 1978/1986 Private placement Berliner Handels-und Frankfurter Bank
Jun. 78	6/7/78	REPUBLIC OF TRINIDAD AND TOBAGO Y10,000,000,000 7 3/4% Japanese Yen Bonds of 1978 - Series A due 1990 Private placement The Bank of Tokyo Ltd. The Nomura Securities Co. Ltd. and others
7/7/78	7/7/78	BANCO DE LA NACION ARGENTINA U.S.\$30,000,000 Floating Rate Notes 1983 European Banking Company Limited and others
26/6/78	7/7/78	EUROFIMA \$20,000,000 8 1/2% Notes due 1985 The National Commercial Bank and others
6/7/78	7/7/78	ASICS CORPORATION U.S.\$15,000,000 5 1/2% Convertible Bonds 1983 Yamaichi International (Europe) Limited and others

Tombstone date	Publication date	
May 78	3/7/78	FINANSIERINGS- INSTITUTEET FOR INDUSTRI & HANDELSVAERK A/S Dfs\$38,000,000 5 year bank loan Amsterdam-Rotterdam Bank N.V. and others
Jun. 78	3/7/78	KONINKLIJKE NEDLLOYD GROEP N.V. U.S.\$50,000,000 Medium Term Loan Algemeine Bank Nederland N.V. and others
Jun. 78	5/7/78 & 10/7/78	SUPERINTENDENCIA NACIONAL DA MARINHA MERCANTE U.S.\$300,000,000 Medium Term Financing Bankers Trust International Limited and others
Jun. 78	8/7/78	HOTEL AND RESTHOUSE U.S.\$10,000,000 Medium Term Floating Rate Loan Arab African Bank and others
14/6/78	7/7/78	SONATRACH Dfs\$310,700,000 Medium Term Loan Hollande Bank-Unie N.V. and others
Mar. 78	7/7/78	SONATRACH U.S.\$32,000,000 7 year Floating Rate Loan Algemeine Bank Nederland N.V. and others
14/6/78	11/7/78	CONSORZIO DI CREDITO PER LE OPERE PUBBLICHE U.S.\$175,000,000 Medium Term Loan Citicorp International Group and others
Mar. 78	12/7/78	EMPRESA NACIONAL DE CELULOSAS S.A. U.S.\$10,000,000 Medium Term Loan Banque de l'Indochine et de Suez and others
Jun. 78	13/7/78	SELEC-TURN TRUST U.S.\$40,000,000 Floating Rate 8 year Loan Facility Morgan Grenfell & Co. Ltd. and others
30/6/78	13/7/78	ABDULMOHSEN ABDULAZIZ AL-BASTAIN COMPANY Kuwait Dinars 14,000,000 Term Credit Facility The National Bank of Kuwait S.A.K. and Chase Manhattan Ltd. and others
6/6/78	13/7/78	THE REPUBLIC OF THE IVORY COAST U.S.\$50,000,000 Medium Term Credit Facility Credit Commercial de France and Chase Manhattan Ltd and others

Tombstone date	Publication date	
Jul. 78	6/7/78	ITO-YOKADO CO. LTD. \$50,000,000 5 1/2% Convertible Debentures due 1983 9 1/2% Notes due 1983 Goldman, Sachs & Co. and others
Jul. 78	11/7/78	BIRMINGHAM DISTRICT COUNCIL £50,000,000 Floating Rate Stock 1983/85 Morgan Grenfell & Co. Ltd. and others
Jul. 78	11/7/78	CONTINENTAL ILLINOIS CORPORATION 3,500,000 Shares of Common Stock Merrill Lynch White Weld Capital Markets Group and others
Jul. 78	13/7/78	THE INDUSTRIAL BANK OF JAPAN LTD. U.S.\$25,000,000 Floating Rate Certificates of Deposit TBJ International Ltd.

Tombstone date	Publication date	
11/7/78	11/7/78	MIDLAND INTERNATIONAL FINANCIAL SERVICES B.V. U.S.\$125,000,000 Guaranteed Floating Rate Notes 1983 European Banking Company Limited and others
Jun. 78	11/7/78	OSTERREICHISCHE KONTROLLBANK AKTIENGESELLSCHAFT \$50,000,000 7 1/2% Guaranteed Notes due 1980 7 1/2% Guaranteed Notes due 1982 Orion Bank Ltd. and others
12/7/78	12/7/78	KOBE CITY DM100,000,000 5 1/2% DM Bonds of 1978/1986 Deutsche Bank and others
Jul. 78	14/7/78	EUROPEAN COAL AND STEEL COMMUNITY DM70,000,000 6% DM Bonds 1978/90 Deutsche Bank AG
17/7/78	17/7/78	CHASE MANHATTAN OVERSEAS BANKING CORPORATION Floating Rate Notes due 1993 Chase Manhattan Ltd and others
18/7/78	18/7/78	SANYO ELECTRIC CO. LTD. DM150,000,000 3 1/2% DM Convertible Bonds of 1978/1988 Deutsche Bank and others
18/7/78	18/7/78	DEUTSCHE BANK AND OTHERS SOCIETES DE DEVELOPPEMENT REGIONAL (SDR) 7% Bonds due 1983 Banque de Paris et des Pays-Bas and others
4/7/78	18/7/78	THORN INTERNATIONAL FINANCE B.V. U.S.\$25,000,000 7% Convertible Guaranteed Bonds 1988 Hambros Bank Limited and others
18/7/78	19/7/78	AFRICAN DEVELOPMENT BANK U.S.\$40,000,000 5 1/2% Floating Rate Notes due 1983 Credit Suisse White Weld Ltd. and others
20/7/78	20/7/78	HAPOALIM INTERNATIONAL N.V. U.S.\$80,000,000 Guaranteed Floating Rate Notes 1983 N. M. Rothschild & Sons Ltd. and others
20/7/78	20/7/78	COR MEDICAL CORPORATION \$13,000,000 Senior Notes due 1984/83 Sales negotiated by Dillon, Read & Co. Inc.
21/7/78	21/7/78	MIDLAND INTL. FINANCIAL SERVICES B.V. U.S.\$125,000,000 Guaranteed Floating Rate Notes 1983 European Banking Co. Ltd. and others

Tombstone date	Publication date	
28/6/78	13/7/78	NATIONAL IRANIAN GAS COMPANY U.S.\$300,000,000 Medium Term Credit Facility Chase Manhattan Ltd. and others
Jun. 78	13/7/78 & 19/7/78	OXFORD PENSARFLEX CORP. U.S.\$65,000,000 7 year Floating Rate Loan Hambros Bank Ltd. and others
Jun. 78	13/7/78	SKANDINAVISKA ENSKILDA BANKEN U.S.\$300,000,000 Ten year Loan Bankers Trust Company and others
Jun. 78	14/7/78	FUERZAS HIDROELECTRICAS DEL SEIOR U.S.\$10,000,000 Amex Bank Ltd. TATE & LYLE LTD.
Jul. 78	14/7/78	INC. OCCIDENTAL BOLIVIANA \$85,000,000 Production Loan Continental Illinois Ltd.
Jun. 78	18/7/78	STUDENTS' LODGINGS UNIVERSITY OF ABIDJAN U.S.\$12,700,000 Project Facility Soditile S.A. and others
Jul. 78	21/7/78	NORSE PIPELINE LIMITED £50,000,000 Term 5 Facility National Westminster Bank Group
Jun. 78	21/7/78	THE SIAM CEMENT CO. LIMITED U.S.\$50,000,000 Medium Term Credit Chemical Bank and others
Jun. 78	21/7/78	COMPLEJO INDUSTRIAL DE FUNDICION DEL TACHIRA C.A. U.S.\$34,241,762.78 8 year Project Financing Ultrafin AG and others
May 78	24/7/78	EMPRESA PARA LA INDUSTRIA PETROQUIMICA S.A. U.S.\$14,000,000 7 year Term Credit Facility First National Bank in Dallas and others
Jun. 78	25/7/78	NESTLE OY \$75,000,000 Term Loan Facility Manufacturers Hanover Trust Company and others

Tombstone date	Publication date	
Jul. 78	14/7/78	HYDRO-QUEBEC U.S.\$50,000,000 9 1/4% Debts Series D1 due 1993 S. G. Warburg & Co. Ltd. and others
14/7/78	14/7/78	THE FUJI BANK LTD. Floating Rate Dollar Certificates of Deposit due 1981 Fuji International Finance Ltd. and others
18/7/78	18/7/78	VEREX CORPORATION has been acquired by a subsidiary of The Greyhound Corporation. Financial Advisor to Verex Corp. E. F. Hutton & Co. Inc.
18/7/78	20/7/78	AMBAC Industries Inc. has merged with a subsidiary of United Technologies Corp. Financial Advisor to AMBAC Ind. Allen & Company Inc.
19/7/78	23/7/78	The Molson Companies Ltd. has acquired The Diversy Corporation Financial Advisor to Molson Smith Barney, Harris Upham & Co.

Tombstone date	Publication date	
5/7/78	24/7/78	BANQUE FRANCAISE DU COMMERCE EXTERIEUR Y30,000,000,000 Guaranteed Yen Bonds No. 2 (1978) due 1990 The Nikko Secs. Co. Ltd. and others
21/7/78	24/7/78	BANCO DE LA NACION ARGENTINA U.S.\$30,000,000 Floating Rate Notes 1983 European Banking Co. Ltd. and others
24/7/78	24/7/78	COMPAGNIE NATIONALE ALGERIENNE DE NAVIGATION Saudi Riyals 50,000,000 8 1/2% Guaranteed Notes due 1988 National Commercial Bank (Saudi Arabia) and others
20/7/78	25/7/78	GENERAL MOTORS ACCEPTANCE CORP. \$250,000,000 8 1/2% Notes due 1983 Morgan Stanley & Co. Inc. and others
25/7/78	25/7/78	OSTATOL \$60,000,000 8 9/10% Guaranteed Notes due 1993 Private Placement arranged by Lehman Brothers Kuhn Loeb
11/7/78	25/7/78	THE FEDERATIVE REPUBLIC OF BRAZIL Y30,000,000,000 6 5/8% Yen Bonds Series No. 4 (1978) due 1988 The Nomura Secs. Co. Ltd. and others
Jul. 78	27/7/78	IZUMIYA CO. LTD. DM150,000,000 3 1/2% Convertible Bonds of 1978/1988 Bayerische Vereinsbank and others
4/7/78	27/7/78	BANQUE INTERNATIONALE POUR L'AFRIQUE OCCIDENTALE U.S.\$20,000,000 Floating Rate Notes 1978-1983 Banque Nationale de Paris and others
28/7/78	28/7/78	EUROPEAN COAL AND STEEL COMMUNITY Dfs\$100,000,000 7 1/2% Bearer Bonds due 1984/1983 AMRO Bank N.V. and others
28/7/78	28/7/78	RICOH COMPANY LTD. DM70,000,000 3 1/2% Convertible Bonds due 1988 DM30,000,000 5 1/2% Straight Bonds due 1983 The Mitsubishi Bank Ltd. and others
31/7/78	31/7/78	STANDARD CHARTERED BANK LTD. U.S.\$100,000,000 Floating Rate Capital Notes 1980 European Banking Co. Ltd. and others
31/7/78	31/7/78	CHARTERHOUSE JAPHET INT. FINANCE B.V. U.S.\$10,000,000 Guaranteed Floating Rate Notes 1985 Charterhouse Japhet Ltd. and others
Jun. 78	31/7/78	BANQUE NATIONALE D'ALGERIE Kuwaiti Dinars 8,000,000 8 1/2% Bonds due 1990 Kuwait Investment Co. (S.A.K.) and others

Tombstone date	Publication date	
Jul. 78	25/7/78	UNITED ARAB REALITY COMPANY U.S.\$12,000,000 Medium Term Project Loan Arab African International Bank and others
Jun. 78	25/7/78	AKTIESELSKABET SYDVARANGER U.S.\$15,000,000 7 year Floating Rate Loan Hambros Bank Ltd. and others
Jul. 78	28/7/78	DELTA SUGAR COMPANY S.A. \$20,000,000 Term Loan International Finance Corp. and others
Jun. 78	27/7/78	UNION CEMENT COMPANY K.D. 1.77,000 and U.S.\$25,000,000 Medium Term Loan The Industrial Bank of Kuwait KSC and others
28/6/78	27/7/78	THE EMIRATES TELECOMMUNICATIONS CORP. LTD. U.S.\$100,000,000 Medium Term Loan Abq Dhabi Investment Co. and others
Jun. 78	28/7/78	MINERACAO RIO DO NORTE S.A. U.S.\$130,000,000 Ten Year Loan Irving Trust Co. and others
Jun. 78	28/7/78	BANCA PROVINCIALE LOMBARDA SpA U.S.\$17,000,000 Medium Term Credit Facility S. G. Warburg & Co. Ltd.
Jun. 78	28/7/78	DOMESTIC PETROLEUM LIMITED Can\$160,000,000 Term Financing Canadian Imperial Bank of Commerce
Jul. 78	28/7/78	REPUBLIC OF PORTUGAL U.S.\$150,000,000 7 year Multicurrency Loan of 1978 Commerzbank Aktiengesellschaft and others
Jun. 78	31/7/78	MISR IRAN TEXTILE COMPANY U.S.\$10,000,000 Medium Term Loan Mistr Iran Development Bank and others
31/7/78	31/7/78	HELLENIC INDUSTRIAL DEVELOPMENT BANK S.A. U.S.\$15,000,000 Medium Term Loan Westdeutsche Landesbank Girozentrale

WestLB Euro-Deutschmarkbond Quotations

	Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment by lot or amortization at par or sinking fund
61	Quebec 72/87	101.000	6.44	4.72	6.24	1.778-87D
62	Quebec 77/87	103.750	7.23	8.50	6.89	1.287
63	Quebec 77/87	103.000	7.04	8.83	6.78	1.287
64	Quebec 78/90	96.000	6.25	9.16	6.59	1.585-90D
65	Quebec Hydro EL 69/84	101.750	6.63	2.91	6.18	1.275-84D
66	Quebec Hydro EL 69/84	103.250	7.02	3.49	6.29	1.975-84D
67	Quebec Hydro EL 71/86	102.500	7.64	4.41	6.85	1.977-86D
68	Quebec Hydro EL 71/86	100.500	6.47	4.46	6.36	1.478-87D
69	Quebec Hydro EL 73/86	100.250	6.48	4.83	6.43	1.379-88D
70	Quebec Hydro EL 77/87	99.400	6.54	9.04	6.59	16.887
71	Quebec Hydro EL 77/87	99.250	6.30	9.33	6.35	1.127
72	Queensland Ala. 70/85	103.000	8.25	3.56	7.66	1.176-85S
73	Rautaruukki 78/88 (G)	93.000	6.18	7.60	6.96	1.484-88D
74	Reed Paper 73/88	101.750	7.13	4.65	6.78	1.179-88S
75	Renfe 76/82 (G)	106.000	8.02	3.92	6.70	1.782
76	Renfe 77/84 (G)	104.750	7.64	5.67	6.94	1.484
77	Ricoh Comp. 78/83P	96.000	5.47	5.90	6.20	1.383
78	SAAB 71/86	105.000	7.38	4.36	6.52	1.179
79	SAFE 74/79P	106.000	9.67	1.25	1.13	1.783-87S
80	Saga Petroleum 77/87P	103.000	7.35	6.85	7.12	1.278-87D
81	Sandvik 72/87	103.400	7.23	4.29	6.55	1.278-87D
82	Sandvik 75/83	112.000	8.26	4.50	6.10	1.283
83	Sanko Steamship 75/80	102.500	8.29	2.33	7.26	1.1280
84	Sanko Steamship 77/84	102.600	8.62	5.50	6.41	1.284
85	S.A.P.L. 75/80P (G)	106.500	8.45	1.58	4.62	1.380
86	Shell Int'l. 72/87	102.750	6.33	4.48	5.78	1.478-87S
87	Shell Int'l. 77/89	105.750	8.38	8.44	5.86	1.285-89D
88	Ship. Co. N. Zealand 75/80P (G)	104.500	7.69	1.84	5.59	3.680
89	Ship. Co. N. Zealand 75/82P (G)	103.750	8.19	3.81	7.32	22.582
90	Ship. Co. N. Zealand 75/82P (G)	103.750	8.19	3.82	7.33	27.582
91	Siemens Europe 66/81	106.000	6.60	1.73	1.36	1.170-81S
92	Singapore 72/82	103.750	6.75	2.38	5.37	1.578-82S
93	Singapore 77/83	101.000	6.44	4.75	6.24	1.279-83D
94	Singapore 78/83 (G)	104.250	8.39	4.23	6.77	1.676-83D
95	S.N.C.F. 68/83 (G)	102.750	6.33	3.11	5.51	1.1072-83S
96	Soc. Dev. Reg. 76/86 (G)	103.250	7.26	4.90	6.69	1.480-86D
97	Soc. Dev. Reg. 77/82P (G)	98.750	6.33	14.37	6.38	16.182-82D
98	Soc. Mar. Fina 78/83P	104.750	8.59	2.94	7.13	1.579-83D
99	South-Africa 69/84	99.500	6.78	5.67	6.97	1.473-84S
100	South-Africa 70/85	102.750	8.27	3.55	7.74	1.176-85S
101	South-Africa 71/86	100.750	7.69	4.20	7.68	1.177-86S
102	South-Africa 72/87	97.400	7.19	9.25	7.39	1.178-87S
103	South-Africa Broadb. 78/81P (G)	100.500	7.96	2.58	7.75	1.381
104	South-Africa Railway 73/88 (G)	98.500	7.61	9.83	7.72	1.678-88S
105	South-Africa Railway 75/80P (G)	102.500	9.02	1.32	7.17	1.678-80D
106	South-Africa Railway 75/80 (G)	105.250	7.19	1.92	6.25	1.780
107	South-Africa Railway 77/80P (G)	101.000	8.13	2.00	7.69	1.678-80D
108	South-Afr. Railway 78/81P (G)	100.000	8.00	2.42	7.96	2.181
109	South-Afr. Railway 78/82P (G)	100.000	7.75	3.75	7.73	1.582
110	South-Afr. Railway 78/83P (G)	100.000	8.00	4.92	7.99	1.783
111	South East. El. 73/88 (G)	103.250	7.78	4.75	6.18	1.279-88S
112	Spain 77/84	101.125	6.67	6.00	6.52	1.384
113	Spain 78/88	95.125	6.31	9.75	6.69	1.588
114	Sparbank Oslo 78/90P	96.250	6.23	7.03	6.88	16.881-90D
115	Standard Imp. & Exp. 78/82P	99.500	7.79	4.00	7.90	1.182
116	Stand. Chart. Bank 78/88	100.250	6.48	9.86	6.46	1.188
117	Statensforretning 77/85	102.000	6.86	5.04	6.51	1.382-85D
118	Steiermark 74/80P	108.000	9.26	2.17	5.94	1.1080
119	Stockholm City 75/83	104.750	8.35	3.52	7.16	15.476-83D
120	Stockholm County 75/87	108.000	8.10	4.45	6.60	1.479-87D
121	Studeb. Worth 69/79	101.100	7.17	1.00	6.19	1.879
122	Sumitomo Metal 73/82	104.250	8.15	3.92	7.21	1.782
123	Sun Oil Int. Fin. 73/88	104.000	7.21	5.24	6.57	1.678-88S
124	Svenska Cell 73/88	101.000	7.18	4.72	6.98	1.279-88S
125	Svenska Tandst. 75/85	106.250	8.47	3.98	7.12	1.380-85S
126	Sveriges Inv. Bk. 72/87	101.000	6.68	4.38	6.47	1.278-87S
127	Sveriges Inv. Bk. 73/83	101.000	6.81	3.83	6.17	1.378-83S
128	Sveriges Inv. Bk. 75/83	106.500	7.98	3.30	6.24	1.480-83S
129	Sweden 77/84	102.750	6.33	5.75	5.91	1.584
130	Sweden 77/89	99.000	6.05	11.33	6.11	1.1283-89S
131	Talsi. Corp. 75/80P	104.000	9.13	1.62	6.77	16.380
132	Tauernautobahn 74/79P (G)	105.000	9.52	1.17	5.43	10.779
133	Tauernautobahn 75/82P (G)	110.000	8.64	2.92	5.68	1.791
134	Tauernautobahn 75/83P (G)	99.250	8.24	3.58	6.03	1.382
135	Tauernautobahn 75/83P (G)	108.250	8.68	4.58	6.70	1.383
136	Tauernautobahn 78/83 (G)	94.250	8.64	3.59	6.17	1.384-93S
137	Tauernkraftwerke 68/83 (G)	103.500	6.76	2.45	5.53	1.274-83D
138	Tauernkraftwerke 68/83 (G)	102.250	6.36	3.03	5.76	1.974-83S
139	Tenpincio 73/93	105.800	7.56	9.34	7.12	1.1182-93S
140	Tenpincio 75/82P	106.250	8.94	3.58	7.42	1.382
141	Thalimad 78/83P	97.250	6.43	4.67	6.95	1.483
142	Thyssen Car. 75/78 (G)	109.000	7.80	3.67	3.70	1.482
143	Thyssen Car. 75/81P	104.250	6.44	3.92	5.90	1.782
144	Thyssen Inv. 66/81	101.600	6.40	3.57	5.88	1.382
145	Tokyo El. Power 69/84	103.000	7.04	3.21	6.30	1.1274-81D
146	Toray Ind. 75/80P	105.500	9.00	1.52	5.59	10.280
147	Traf. House Fin. 72/87	99.500	6.53	9.17	6.57	10.778-87S
148	Trinidad & Tobago 78/83P	93.750	6.60	2.67	7.63	1.483
149	Troindheim 68/83	101.250	6.67	2.74	6.34	1.1272-83S
150	Troindheim 68/83	106.250	6.18	8.64	6.84	1.486-88D
151	TRW Int. Fin. 69/84	101.500	3.99	4.57	5.01	1.075-84S
152	TVO Power 78/88 (G)	95.500	6.28	9.50	6.65	1.678-88S
153	Unilever 74/81P	110.000	8.86	3.33	6.31	1.1281
154	Unilever 75/87	110.750	7.67	6.11	6.32	1.581-87S
155	Unit. Arab Emirt. 77/82P	99.500	6.78	3.75	6.89	30.482
156	Venezuela 68/83	102.000	6.88	2.58	6.24	1.0774-83S
157	Venezuela 78/88	99.500	6.36	9.58	6.11	1.384-88S
158	Vienna 68/84	104.000	7.73	9.78	6.50	1.674-83S
159	Vienna 75/82	106.000	7.78	3.41	6.24	1.674-84D
160	Vienna 77/84P	100.000	5.75	6.37	5.74	15.1284
161	Voest-Alpine 73/88	107.600	7.90	5.85	6.87	1.079-88S
162	Voest-Alpine 75/85	106.500	7.98	4.77	6.85	1.681-85D
163	Voest-Alpine 77/89	101.250	6.67	8.24	6.54	1.684-89D
164	Wallis-Car. 78/88	104.250	6.36	5.31	6.00	1.179-88S
165	Worldbank 65/85	100.250	6.39	4.49	6.89	1.479-85D
166	Worldbank 68/80	103.000	6.31	2.00	4.89	1.180
167	Worldbank 68/84P	101.250	6.42	2.83	5.98	2.177-84D
168	Worldbank 69/84	102.000	6.37	3.25	5.90	1.675-84D
169	Worldbank 69/88P	101.250	6.42	2.83	5.98	2.177-84D
170	Worldbank 70/80P	106.000	8.02	3.08	5.90	1.477-84D
171	Worldbank 70/80	104.500	7.66	3.75	6.47	1.880
172	Worldbank 71/86	103.600	7.24	4.17	6.48	1.677-86D
173	Worldbank 71/86	103.500	7.25	4.12	6.49	1.1277-86D
174	Worldbank 72/82	104.500	6.22	4.92	5.20	1.782
175	Worldbank 72/87	100.250	6.67	3.48	5.50	1.378-87D
176	Worldbank 73/83	104.750	6.44	4.50	6.22	1.283
177	Worldbank 73/88	100.350	6.35	5.00	6.28	1.678-88D
178	Worldbank 75/82P	106.500	7.75	3.83	6.28	1.682
179	Worldbank 75/82	106.600	7.50	4.33	6.20	1.1282
180	Worldbank 75/83	107.750	7.66	4.92	6.36	1.783
181	Worldbank 76/82P	100.250	6.44	4.50	6.22	1.283
182	Worldbank 76/82P	103.750	7.33	4.00	6.33	1.882
183	Worldbank 76/83	105.750	7.09	4.75	6.06	1.082
184	Worldbank 76/83	107.000	7.24	5.17	6.12	1.083
185	Worldbank 76/83P	102.500	6.59	5.33	6.18	1.1283
186	Worldbank 76/84	107.500	7.44	5.50	6.33	1.284
187	Worldbank 77/82P	102.250	6.49	4.12	5.54	1.5.982
188	Worldbank 77/85P	102.250	6.39	4.58	6.51	1.385
189	Worldbank 77/85P	99.400	6.40	7.12	6.18	1.585
190	Worldbank 77/87	102.600	6.82	8.42	6.58	15.885
191	Worldbank 77/87	102.250	6.48	8.75	6.46	1.587
192	Worldbank 78/84	98.750	5.82	6.00	6.00	1.884
193	Worldbank 78/84	101.000	6.05	10.00	6.42	1.888
194	Worldbank 78/89	95.000	6.05	9.96	6.44	1.287-90D
195	Yokohama 68/83 (G)	103.000	6.52	3.03	6.44	1.972-83S
196	Yokohama 69/84 (G)	103.000	6.80	3.58	6.14	30.772-83S
197	Yokohama 71/86 (G)	106.250	7.53	4.53	6.37	1.877-86S
198	Yokoseda Kogyo 75/80P	105.000	8.33	1.92	5.90	1.780
199	Yugosl. Inv. Bank 77/84P	100.750	7.94	3.76	7.74	15.1279-84S

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D - mandatory drawing by lot at par S - sinking fund
8% ADELA 76/83	103.600	7.72	4.67	7.05	1. 4.83
7 1/2% ADELA 77/82	101.000	7.18	3.87	6.94	16. 5.82
6 1/2% ADELA 78/81	100.500	6.97	4.00	6.85	1. 8.82
6% Airport Paris 69/84P (G)	99.500	6.51	2.99	6.67	1. 1.75-84D
6 1/2% AKZO 76/83P	103.000	7.52	4.83	6.85	1. 2.82
6 1/2% AKZO 76/83P	103.000	7.52	4.83	6.85	1. 2.82
6 1/2% AKZO 78/84P	100.500	5.97	5.67	5.89	1. 6.83
6 1/2% Alusuisse Int'l 75/83	108.250	7.62	3.98	5.87	1. 8.81-83D
6 1/2% AMEX Int'l 77/84P	100.500	6.72	5.67	6.63	1. 4.84
10% A.P.E.L. 74/81 (G)	106.250	9.41	1.80	6.18	1. 1.27-81D
6 1/2% ARBED-Financ 76/83P	102.500	7.56	5.25	7.15	1. 1.13
6 1/2% ARBED-Financ 77/82	100.000	6.75	6.83	6.75	1. 6.83-87S
6 1/2% Arysta-Sundia 75/81P	104.000	8.41	2.93	7.17	1. 7.81
6 1/2% Arysta-Sundia 77/80P	100.000	6.75	10.22	6.75	1. 1.75-80D
6 1/2% Argentine 67/79	101.000	4.93	6.83	5.67	1. 1.75-80D
6 1/2% Argentine 68/78	104.250	6.71	6.17	5.27	due 1.10.78(104)
6 1/2% Argentine 69/79	101.500	7.88	0.83	6.19	1. 1.75-79S
6 1/2% Argentine 77/84	101.250	7.41	6.17	7.23	1. 10.84
6 1/2% Argentine 78/85	96.500	6.74	6.58	7.17	1. 3.85
6 1/2% Asian Dev. Bk. 69/84	101.000	6.93	2.95	6.73	1. 9.75-84S
6 1/2% Asian Dev. Bk. 75/80P	105.000	8.10	2.29	6.07	16.11.80
6 1/2% Asian Dev. Bk. 76/82	105.000	7.62	3.59	6.38	1. 3.82
6 1/2% Asian Dev. Bk. 76/83P	104.500	7.42	3.59	6.38	1. 3.82
6 1/2% Asian Dev. Bk. 77/85	102.250	6.85	6.67	6.54	1. 4.85
6 1/2% Asian Dev. Bk. 78/88	92.750	5.93	7.55	6.52	1. 5.88
6 1/2% ASKO 75/80P	105.500	9.00	1.67	5.90	1. 4.80
6 1/2% Aumar 73/88 (G)	101.750	7.37	4.71	7.18	1. 2.79-88D
6 1/2% Aumar 76/84 (G)	105.600	8.52	4.44	7.11	15. 8.77-84S
6 1/2% Aumar 77/84 (G)	103.000	7.52	5.34	7.21	1. 7.84
6 1/2% Australia 72/82	101.250	6.31	5.20	6.58	1. 1.75-82S
6 1/2% Australia 69/83	103.000	6.55	2.94	5.71	1. 8.74-83S
6 1/2% Australia 69/84	102.750	6.33	2.92	5.54	1. 2.75-84S
6 1/2% Australia 69/84	105.000	6.90	3.14	5.57	1. 1.75-84S
6 1/2% Australia 72/82	104.000	6.70	4.51	5.85	1. 2.78-87S
6 1/2% Australia 74/80	101.750	9.03	2.17	4.65	1. 10.80
6 1/2% Australia 75/82	111.300	9.07	3.30	4.68	1. 1.82
6 1/2% Australia 75/82	108.500	7.40	3.67	5.61	1. 5.82
6 1/2% Australia 75/82 IIP	108.500	7.40	3.67	5.61	1. 5.82
6 1/2% Australia 76/83	107.000	6.78	4.38	5.47	1. 3.83
6 1/2% Australia 76/83P	100.500	5.22	4.37	5.11	1. 10.82
6 1/2% Aust. Int'l. Corp. 72/87	98.400	5.43	1.25	5.32	1. 1.185-89S
6 1/2% Aust. Int'l. Corp. 76/83P (G)	101.750	6.43	5.05	6.32	1. 1.75-87D
6 1/2% Aust. Ship. Com. 76/83P (G)	104.750	7.64	5.08	6.84	1. 9.83
6 1/2% Rep. of Austria 68/82	104.000	6.73	2.14	5.06	1. 4.73-82S
6 1/2% Rep. of Austria 69/83	102.500	6.34	2.61	5.53	1. 4.75-83S
6 1/2% Rep. of Austria 74/79P	103.250	9.20	0.92	5.74	1. 7.79
6 1/2% Rep. of Austria 75/82	108.500	7.52	5.34	7.21	1. 1.180
6 1/2% Rep. of Austria 75/82P	108.500	7.52	5.34	7.21	1. 1.180
6 1/2% Rep. of Austria 75/82P	104.000	9.13	1.50	6.56	1. 2.80
6 1/2% Rep. of Austria 75/82P	104.000	9.13	1.50	6.56	1. 2.80
6 1/2% Rep. of Austria 75/82P	103.000	8.50	3.12	7.14	1. 4.79-82D
6 1/2% Rep. of Austria 75/83	108.000	8.33	3.30	8.85	1. 2.83
6 1/2% Rep. of Austria 75/83P	103.000	7.41	3.30	8.85	1. 4.79-82D
6 1/2% Rep. of Austria 75/83P	106.500	7.98	4.23	6.83	1. 7.78-87S
6 1/2% Rep. of Austria 76/86	107.250	7.33	6.21	6.39	1. 5.83-86S
6 1/2% Rep. of Austria 77/85	104.000	6.49	6.78	5.90	1. 4.83-85S
6 1/2% Rep. of Austria 77/85P	103.500	6.76	6.36	6.30	1. 1.83-87D
6 1/2% Rep. of Austria 77/87	102.000	6.85	6.44	6.35	1. 2.83-87D
6 1/2% Rep. of Austria 77/87P	99.500	6.85	6.44	6.35	1. 9.84-87D
6 1/2% Rep. of Austria 77/87P	98.000	6.87	6.44	6.35	1. 9.84-87D
6 1/2% Rep. of Austria 77/87P	99.500	7.04	6.46	7.09	16. 8.85
6 1/2% Autopistas 69/84 (G)	102.500	7.02	3.32	4.50	1. 7.73-84S
6 1/2% Autopistas 71/86 (G)	103.000	7.77	4.48	7.33	1. 10.77-86D
6 1/2% Autopistas 72/87 (G)	100.000	6.75	4.40	6.74	1. 10.78-87D
6 1/2% Banco N. Obras 71/86 (G)	103.750	7.71	4.57	7.15	1. 1.17-86S
6 1/2% Banco N. Obras 76/81 (G)	106.500	8.45	3.08	7.15	1. 8.81
6 1/2% Banco N. Obras 76/82 (G)	106.500	8.45	3.08	7.15	1. 8.81
6 1/2% Banco N. Obras 77/84 (G)	100.375	6.99	4.21	6.88	16.10.82
6 1/2% Banco N. Obras 77/84 (G)	99.500	7.04	4.17	7.10	1. 10.84
6 1/2% Banque Ext. Algerie 77/83	99.650	7.45	4.21	7.33	15.10.81-83D
6 1/2% Banque Nat. Algerie 78/83	99.250	7.30	4.58	7.43	1. 3.83
6 1/2% BASF 65/80	100.750	5.96	1.86	5.50	1. 10.71-80D
6 1/2% BEC Finance 76/83P	103.000	7.28	5.25	6.79	1. 1.13
6 1/2% Beecham Fin. 76/83	106.750	7.53	4.28	6.54	1. 1.13
6 1/2% Bergen 75/85	108.750	8.05	4.69	6.51	1. 5.81-85D
6 1/2% Bergen 77/89	104.750	6.92	8.30	6.30	1. 2.81-89D
6 1/2% BFCE 75/83 (G)	105.500	7.82	3.90	6.60	1. 7.81-83S
6 1/2% BFCE 76/84 (G)	102.750	7.71	4.30	6.53	1. 7.82-84S
6 1/2% BFCE 77/87 (G)	102.750	6.81	6.44	6.45	1. 2.83-87S
6 1/2% BFCE 78/88 (G)	95.250	6.04	8.43	6.49	15. 1.86-88S
6 1/2% BNDE 77/87	102.500	6.86	7.29	6.45	1. 1.83(82-87)
6 1/2% BNDE 78/89	99.375	6.79	2.88	6.45	1. 3.86
6 1/2% Borregaard 75/81P	106.000	6.49	2.75	6.52	1. 5.81
6 1/2% Borregaard 77/84P	102.000	6.37	6.17	6.10	1. 10.84
6 1/2% Brascon Int'l. 73/88	103.500	8.21	5.82	7.72	1. 10.79-88S
6 1/2% Brazil 72/87	100.150	6.74	4.48	6.70	1. 10.76-87S
6 1/2% Brazil 76/86	105.500	8.29	5.18	7.62	1. 10.82(80-86)
6 1/2% Brazil 77/84	103.500	7.31	5.75	7.63	1. 5.84
6 1/2% Brazil 78/85	103.500	7.31	5.75	7.63	1. 5.84
6 1/2% Brenner 68/81 (G)	100.000	6.62	2.94	6.01	1. 8.74-83S
6 1/2% British Petrol 65/80	99.000	5.00	1.33	5.48	1. 6.71-80D
6 1/2% Bruxelles-Lambert 77/84P	103.500	5.25	6.37	5.74	15.12.84
6 1/2% Burmah Oil 70/85	103.150	8.24	3.56	7.61	1. 1.76-85D
6 1/2% Canada 78/83P	99.500	4.87	4.80	5.35	20. 5.83
6 1/2% Carlsberg-Tuborg 77/87P	100.000	6.90	9.33	5.99	1. 1.285-87D
6 1/2% C.C.C.E. 75/83 (G)	102.750	7.38	4.48	6.45	1. 7.38
6 1/2% C.C.C.E. 76/84 (G)	108.000	7.87	6.37	6.96	1. 7.83-86D
6 1/2% C.C.C.E. 77/89 (G)	102.500	6.83	6.83	6.53	1. 4.81-89D
6 1/2% CECA 64/79	102.000	5.39	0.83	3.07	1. 6.68-79D
6 1/2% CECA 65/83	100.250	5.49	2.61	5.38	1. 4.71-83D
6 1/2% CECA 71/86	104.750	7.16	4.09	6.14	1. 5.77-86D
6 1/2% CECA 72/87	101.000	6.44	4.72	6.24	1. 7.78-87D
6 1/2% CECA 72/88	101.250	6.91	4.65	6.66	2. 1.79-88D
6 1/2% CECA 73/88	101.250	6.91	4.65	6.66	2. 1.79-88D
6 1/2% CECA 74/89	101.250	6.91	4.65	6.66	2. 1.79-88D
6 1/2% CECA 74/89 IIP	104.000	9.62	1.00	5.77	1. 8.79
6 1/2% CECA 74/89 IIP	104.000	9.62	1.00	5.77	1. 8.79
6 1/2% CECA 74/81	113.000	8.13	3.08	6.49	1. 9.81
6 1/2% CECA 75/80P	104.500	7.66	2.33	5.86	1. 1.280
6 1/2% CECA 75/82P	106.000	8.02	3.58	6.58	1. 3.82
6 1/2% CECA 75/82P	104.750	8.43	4.37	5.61	15.12.82
6 1/2% CECA 75/85	103.500	8.07	3.54	6.75	1. 4.78-85D
6 1/2% CECA 76/81P	104.750	7.64	3.37	6.37	15.12.81
6 1/2% CECA 76/83	108.750	7.13	5.17	5.74	1. 10.83
6 1/2% CECA 76/86	105.750	7.33	6.10	6.57	1. 10.82-86D
6 1/2% CECA 78/90	91.375	5.75	9.49	6.09	1. 4.85-90D
6 1/2% CECA 78/90P	96.750	5.75	9.49	6.09	1. 4.85-90D
6 1/2% CECA 78/90P	101.250	7.75	3.97	7.25	1. 8.83-90D
6 1/2% C.E.D. South Africa 78/82P (G)	100.250	6.48	2.67	6.38	20. 7.82
6 1/2% CESP 77/87 (G)	99.750	7.02	9.25	7.03	1. 1.183(82-87)
6 1/2% Charter Coas. 68/83	101.900	6.38	3.11	5.90	1. 10.72-83S
6 1/2% Chrysler 69/84	100.250	6.98	3.32	7.03	1. 7.75-84S
6 1/2% CIBA-GEIGY ex. 75/85P	106.750	8.33	7.17	7.58	1. 10.85
6 1/2% C.N. Telecom 75/83P (G)	101.250	6.00	5.83	6.33	1. 3.75-84D
6 1/2% C.N. Telecom 76/83P (G)	106.250	8.78	3.46	6.72	16. 1.82
6 1/2% C.N. Telecom 76/83P (G)	101.250	6.42	2.92	6.00	1. 2.75-84D
6 1/2% C.N. Telecom 68/83 (G)	101.000	6.44	3.19	6.33	1. 1.17-84-83S

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D - mandatory drawing by lot at par S - sinking fund
5 1/2% Denmark 78/84	97.400	5.39	5.50	5.85	1. 2.84
5 1/2% Denmark 78/88	97.500	6.15	9.50	6.31	1. 2.88
6 1/2% Den Norske Ind. 77/89 (G)	101.050	6.68	6.07	6.53	1. 2.80-89D
6 1/2% Den Norske Ind. 78/90 (G)	98.500	6.09	8.09	6.24	1. 5.83-90D
6 1/2% District Paris 69/84 (G)	101.250	6.42	3.33	6.06	1. 4.75-84D
6 1/2% EEC 76/83	105.900	6.85	4.67	5.76	1. 4.83
6 1/2% Elect. Council 69/84 (G)	103.200	7.27	0.88	4.73	cl.d.p. 1. 9.78(103)
6 1/2% Elect. Council 69/84P (G)	103.000	7.26	0.88	4.73	cl.d.p. 1. 9.78(103)
6 1/2% Elect. Council 71/86 (G)	103.750	7.47	3.91	6.75	1. 3.77-86S
6 1/2% Elect. de France 70/85 (G)	103.400	8.22	0.25	4.54	cl.d.p.
6 1/2% Electrobras 77/87 (G)	100.100	6.99	7.02	6.98	1. 1.78-87S
6 1/2% Electrobras 78/86 (G)	96.875	6.97	7.67	7.29	1. 9.83(87-87)
6 1/2% Elf Aquitaine 78/88	93.375	5.62	8.87	6.25	1. 4.86
6 1/2% Elf Norge 77/80P	101.000	5.69	1.71	5.11	15. 8.80
6 1/2% Elenk 78/88P	93.500	6.15	7.47	6.85	1. 6.84-88D
6 1/2% ENEL 65/80 (G)	100.000	6.00	1.41	6.09	1. 7.69-80D
6 1/2% Enso-Gutzeit 70/85	103.550	8.31	0.17	4.79	cl.d.p.
6 1/2% Ericsson 72/87	102.500	6.95	4.58	6.10	1. 1.78-87S
6 1/2% ESCAB 76/81P	105.000	8.33	2.50	4.49	1. 2.81
6 1/2% ESCOM 65/80 (G)	101.500	6.00	1.66	5.51	1. 1.071-80D
6 1/2% ESCOM 68/83 (G)	97.500	6.67	3.10	7.42	1. 1.074-83D
6 1/2% ESCOM 70/85 (G)	101.500	6.57	3.51	7.97	1. 4.76-85D
6 1/2% ESCOM 71/86 (G)	102.250	7.84	3.89	7.33	1. 3.77-86D

مكتبة ابن الجوزي

A problematical cancer warning

THE U.S. Government will in either humans or animals come under strong pressure to may be banned. It is this vague ban of nitrite as a preservative in cooked meats for those who want to avoid the possibility of cancer. The use of nitrites and nitrates as preservatives in cooked meats from the Massachusetts Institute of Technology which through the House and the Senate because a ban on carcinogenic chemicals is not automatic.

The MIT report itself and the possibility of a ban in the U.S. is more than enough to fill the UK food processors and additive manufacturers with gloom. They fear that such a move by the U.S. authorities will bring demands from British consumer groups that the UK should follow suit.

It has happened before. The use of cyclamates as artificial sweeteners was banned in the U.S. on the suspicion that they might cause cancer and in the ensuing public furor the British authorities decided it would be prudent to outlaw them on this side of the Atlantic as well. Yet the evidence for cyclamates being carcinogenic is slender — so much so that they are still being freely consumed by the French, the West Germans, the Dutch and the Swiss.

Additive manufacturers and food processors seem to maintain an excellent relationship with the British health authorities but the example of the U.S. allied to what they see as persistent scare-mongering in the UK press have combined to make them extraordinarily defensive. Their counterparts in the U.S. take a far more positive and aggressive line but perhaps one reason for this is that the American industries have to contend with the Delaney Amendment.

The Delaney Amendment says down that any food additives which are found to cause cancer

meats because it inhibits the growth of Clostridium botulinum. This is the micro-organism which causes botulism — the vicious form of food poisoning that attacked four elderly people in Birmingham earlier this month after they had eaten a tin of infected salmon.

The risk of developing cancer from eating tiny amounts of nitrite is far smaller than the risk of botulism. And at present there is no known alternative to nitrite for suppressing the spores of Clostridium botulinum. This, plus the fact that most of the intake of nitrites and nitrates to the human body comes from the environment and from natural foods, is why there is no prospect of a ban on the use of either chemical as a preservative in the UK.

Meanwhile additive producers and food processors in the U.S. have been fighting for a change in the law, and some have also been doing their best to counter public prejudices against additives in general.

For example, Monsanto, the U.S.-based chemicals group which operates both in Britain and on the Continent, publishes a glossy booklet called *The Chemical Facts of Life* which is aimed at the consumer. It discusses the whole question of acceptable risk, puts a positive case for the safe use of food additives which are among Monsanto's wide range of products — and takes some hefty sideswipes at the Delaney Amendment. British companies tend to be far less bold about the public image they present. The UK food flavourings and additives market is thought to be worth in the region of \$850m annually and it is estimated that the average Briton eats about three pounds of additives every year. But the UK there are various lists

of permitted additives and these are all drawn up and supervised by the Food Additives and Contaminants Committee.

The committee was set up in 1964 to act as an advisory body to the Minister of Agriculture, Fisheries and Food — though the latter category includes practice: it is highly unlikely that any Minister would reject

the UK took cyclamates off the permitted list in 1970 but this was done as a super-safe precautionary measure rather than as a reaction to a proven danger. And at the time food and drugs inspectors were told not to be too pedantic about the regulations as far as existing stocks of cyclamate-sweetened food were concerned.

A U.S. ban on nitrites and nitrates would be unlikely to hit the British cooked meats industry too hard because the UK is not a heavy exporter of cooked meats to America.

What is much more worrying is that fears of botulism and cancer could lead to an overall sales decline in some sectors of the industry. There is probably more of a danger of this happening in certain Continental countries than in the UK because in some European states the interests of consumers are thought of as being in direct conflict with those of the food industry.

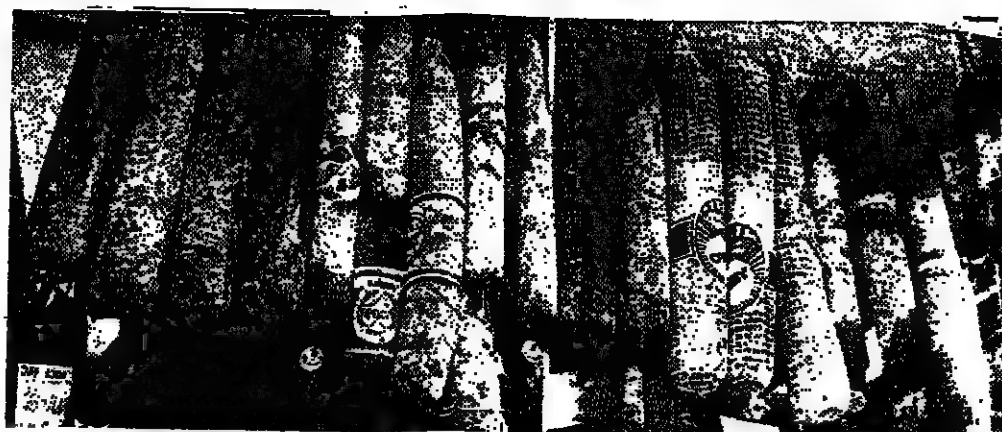
At present most European countries have the same limits on the use of nitrate and nitrite additives as the UK. This is because the limits were recommended by the Codex Alimentarius — not, as its name might suggest, a hangover from the Spanish Inquisition, but a body set up by the Food and Agriculture Organisation and the World Health Organisation to develop international standards for additives. Attempts are now under way to harmonise regulations on the use of food additives within the European Economic Community but the task is not proving to be an easy one. The food people eat can be an emotion-charged subject and various compromises are having to be made within the EEC.

Permitted lists of food additives are now being developed by the EEC scientific committee but some of them allow a considerable degree of discretion to individual member states. For example, there is a list of colourant additives which all states must allow to be used in at least one food. But if they are worried about a particular colouring agent they may restrict its use to one, named food only. A country with serious doubts about, say, amaranth, a red colourant, would therefore be free to permit its use only in caviar. At present the UK seems to be at the liberal end of the EEC spectrum where additives are concerned.

Research into the development of new additives can be extremely costly. A study of the effect of a particular compound on several generations of laboratory animals would normally cost in excess of \$100,000 — and this is just one aspect of the total development work that would need to be done.

The UK authorities are usually prepared to advise chemical companies on the chances of an entirely new additive being put on the permitted list before serious research begins. But it would be clearly impossible to give any guarantees of acceptance and therefore the whole business of research and development carries an extremely high risk. The British authorities say work on new food additives has been greatly inhibited as a result.

This may be one reason why no alternative has been found to nitrite as a preservative in cooked meats. It is to be hoped that the MIT study of nitrite will trigger off research into a safer alternative rather than merely rousing a panic in the minds of the public.



Sausages and salami on sale in London: the food people eat can be an emotion-charged subject.

Hydros, Chroda Chemicals, Boots, BP Chemicals, Distillers, Laporte Industries and May Baker — appear to have no quarrel with the law or with the way the regulations are administered. Perhaps it is because they believe the system works well that their usual reaction to lay criticism of any sort is to duck and hope it does not hit them.

The use of additives in the UK is governed chiefly by the 1955 Food and Drugs Act plus a whole host of regulations which come under it. Additives are not clearly defined under the law but the loose, working definition is that they are substances added to foods for other than nutritional purposes. In the UK there are various lists

of permitted additives and these are all drawn up and supervised by the Food Additives and Contaminants Committee.

Letters to the Editor

Chrysler and Peugeot

From Mr. B. Cole

Sir,—It is perhaps not surprising that news of the proposed Peugeot/Chrysler deal should provoke some hysterical reactions. However, it is depressing to find Clive Jenkins and James Prior of one mind in castigating Chrysler for not having consulted earlier with the British Government. Indeed, even your industrial correspondent seems to be of like mind with his headline: "UK Minister told only on Monday" (August 11). It may be fashionable to attack large corporations at every opportunity, but some sense of realism should be maintained.

The proposed deal cannot go through without British Government approval. The Industrial Secretary was informed by Chrysler's chairman and president on August 7, and will now doubtless take as long as he needs to consult, negotiate and decide he is discussing the proposed deal with union leaders as will Chrysler's management. Where is the lack of consultation?

From experience in negotiating acquisitions (though on a smaller scale) I can assure your readers that until an agreement is signed, you have no agreement. Negotiations between a willing buyer and seller are complex and can falter at any point. What possible justification can there be, then, for starting discussions with unions and work-force before agreement is reached? Chrysler and Peugeot are to be congratulated for having kept their negotiations confidential so that announcements could be made at the same time in all the countries concerned.

Chrysler has obligations in France, Spain and the UK — indeed it owes them and owes them as many vehicles in France as in the UK. Can it be seriously believed that it could involve these three governments and sets of unions and managements in discussions while negotiations with Peugeot were proceeding and before they knew what their terms might be in detail?

Fortunately other union leaders seem to be taking a more realistic view than Clive Jenkins. As are some of James Prior's colleagues.

Licensing a vehicle

From the Director, Department of Transport, Driver and Vehicle Licensing Centre

Sir,—From a report in your columns which was wholly correct, Mr. M. T. L. Bailey mistakenly deduces (August 11) that all motorists whose car licences expire at the end of August will not receive V11 reminder and renewal application forms from the Driver and Vehicle Licensing Centre, Swansea, because external industrial action interrupted the running of our computers. The Centre despatched more than 1.5m such reminders (which are enable relicensing to be done at Post Offices before the computers were stopped. The reminders, which cost £500,000 will shortly be sent out now that the industrial action has ceased. Apart from that, it is not

necessary to have a V11 reminder in order to relicense a car. Application forms (V10), available from Post Offices and local Vehicle Licensing Offices, can be used, if sent in to any DVLO, with supporting documents, to relicense a vehicle.

J. A. Foyles
Longleas Road, Swanton

Businessmen on TV

From the Chief Executive, The Institute of Chartered Secretaries and Administrators

Sir,—The reluctance of senior businessmen to appear on our screens undoubtedly frustrates our efforts to provide a better service to the public. In writing that at defendant in "instant" conversation with a well briefed professional interviewer but, rightly or wrongly, he still believes that interviewers regard anything pleasant about a company as a gratuitous "puft" and rehearsed confrontation as the most desirable form of communication on television.

Even the professional business journalist now in TV must understand that the senior businessman, not having the practised tongue of the politician or trade unionist is reluctant to trust his terms of business, inexperienced reputation and, more important, interviews of yesterday have that of his company, to no

not yet entirely been replaced certain an adventure as an unplanned encounter on the box.

The bridges will only be rebuilt if the programme producers spend more time with businessmen in working out frankly and honestly what points they want to make in the course of a programme or interview so that those who are less experienced in public conversation do not feel so disadvantaged by subtle questions or prejudicial editing.

Chief executives in trade associations, trade unions, pressure groups, professional bodies and the like, some of whom are themselves experienced performers, have a job to do: to help build more bridges between the reluctant businessman and TV. Perhaps the programme producers should use us more—Mr. Swinfield's approach (August 14) sounds promising.

B. Barker
16, Park Crescent, W1.

Planning for energy and ethylene crackers

From the Chairman, NCB (IEA Services)

Sir,—The two articles on August 9 by Kevin Done, including "The burning North Sea bubble" while admirable within their terms of reference, reflect a national inability to plan effectively, mainly because analysis is generally on too short a time scale and is too sectionalised. It is not possible to determine the ideal national development path solely by summing up the pros and cons of various sectoral working parties.

Useful though these are, we believe that one main difference between the Japanese and ourselves is that they decide at the highest level the broad areas of technology and business which are most likely to be successful for them and then pursue these lines determinedly throughout their research, industrial and commercial complexes. If we were to do this, and using chemicals as an example, we should need to think not merely of oil and gas but also of coal as a feedstock. I pointed out to the National Energy Conference of June 22, 1978 (p.24 of Energy Paper 13) that coal and oil would be used in supplying chemical plants in refineries and petrochemicals. The former would be used in chemical plants and the latter in petrochemical plants. The development of chemical processes or methods which may lead to new or improved uses of coal or products of coal, the NCB is a vehicle which seems acceptable to industry and to a wide spectrum of politicians. The Government's reaction to the price developments for oil and gas, the R and D Report covers the next stage of scaling up processes, which use only the most convenient part of the coal feedstock, with the other value added stages of coal use, such as electricity or fuel gases, may become economic. Immediately it becomes clear that a much more sophisticated model of energy supply, distribution and use will be necessary than is presently available and that all energy related industries, including those which produce materials, are affected by any optimisation process.

The other main aspect of the "compartmentalised" approach to industrial development is exemplified by thinking merely of upgrading the value of oil (or gas or coal) to primary or intermediate products. The real value added (and the new jobs) must come from conversion into finished products, agricultural

From the Director, Economic Affairs, Chemical Industries Association

Sir,—Until the next report of the Petrochemical Sector Working Party is published, it would be improper for one of its

Today's Events

GENERAL

London tube train workers to meet to consider strike action in protest at staff economies.

Australian Budget.

Chinese iron and steel buying mission begins visit to Australia.

Manpower hearing continues on re-assessment of Reverend Martin Luther King, Washington.

United Nations conference on Racism and Racial Discrimination continues, Geneva.

COMPANY RESULTS

Final dividends: Dale Electric International, Greenham Investments Trust, Louis Newmark Press Tools, Reliance Knitwear Group, Wiggins Construction.

Interim dividends: Lambert Howarth Group, Nottingham Manufacturing, Smith and Nephew Associated Companies.

COMPANY MEETINGS

Fleming (Robert E.), Crosby Square, EC 12, Royal Electronics, Charing Cross Hotel, WC, 11.45.

SPECIAL SERVICES

City workers' services: All Hallow's-by-the-Tower, Byward Street, EC3, 8.30 am and 1.10 pm.

Exhibition, Print Room Galleries, Victoria and Albert Museum, South Kensington, SW7 (until September 10).

BALLET

Gala Season, with stars of world ballet, Royal Festival Hall, SE1, 7.30 pm (until August 10).

MUSIC

Henry Wood Promenade Concerts: BBC Symphony Orchestra in programme of Beethoven and Schumann, Royal Albert Hall, SW7, 7.30 pm.

Louisa Zakarian (soprano) and Stewart Nish (piano) perform Armenian medieval songs, and music by Cherubini, Scarlatti, Purcell, Gershwin, Berberian, Kazian and Komitas, Kensington Town Hall, Hornton Street, W8, 7.30 pm.

Exciting aerospace projects! Are you up to them?

Westland Helicopters are about to start work on another exciting design and build project for a new large helicopter.

For this and our other new technology projects, we need high-flying, high calibre designers and engineers, avionics and electronics talents with a taste for the spirit of innovation at both our Yeovil and Weston-super-Mare locations.

These enormously exciting projects offer pioneer opportunities unavailable elsewhere in Britain.

For further information and confidential application form write to the: Director of Advanced Engineering, Westland Helicopters Limited, Yeovil, Somerset.

or, if you are at the Farnborough Air Show, why not call and see us at the Queens Hotel, Farnborough between 10.00 a.m. and 5.00 p.m. any day from Monday, 4th to Sunday, 10th September.

Westland—worth working for!

COMPANY NEWS + COMMENT

Second quarter lifts Unilever to £296.4m

A 13 PER CENT improvement in second-quarter pre-tax profits of the Unilever group from £164.2m to £185.8m has more than offset the £13.4m first-quarter decline, leaving profit for the June 30, 1978, half year up £2.2m to £296.4m.

Turnover of the combined Unilever Limited and NV operations was £4.77bn (£4.55bn) for the half year, with the second-quarter share up to £2.32bn (£2.24bn). The limited operations contributed £2.04bn (£1.95bn) of sales and the NV side £2.74bn (£2.60bn).

Directors say second-quarter sales value was 7 per cent higher than in 1977, and of this, some 4 per cent arose from increased volume. As a result, first-half volume was ahead 2 per cent.

In Europe there was an increase in volume and some improvement in margins for consumer goods, they say. Results of the margarine, detergents and frozen products businesses were well up on the same quarter last year, including a contribution from better ice cream sales, which came despite unfavourable weather.

Trading conditions for the industrial group however remained difficult and results were below those of 1977.

In North America second-quarter profits were higher owing to improved results from Lipton Inc.

The UACI group in total continued to show good results, but in Nigeria economic conditions are worsening and the Nigerian Government has had to take measures to deal with the situation, they say. Other overseas businesses, as a whole, did particularly well both in sales and profits.

	1977	1978
Combined sales	2,770	4,770
Limited	2,040	2,040
N.V.	2,730	2,730
Operating profit	284.7	296.4
Non-recurring item	1.4	1.4
Amortisation	1.4	1.4
Trade inv. income	0.3	0.3
Interest paid	23.4	23.4
Profit before tax	260.4	273.0
Tax	13.4	13.4
Less tax adjustments	3.2	3.2
Minorities	0.8	0.8
Profit dividends	1.4	1.4
Attributable	113.0	113.0
Limited	70.9	70.9
N.V.	42.1	42.1

Includes additional 13.2m from calculation of results at June 30, 1978 exchange rate.

The first-half profit includes associate contributions up from £28.4m (£24m) to £36m (£31m) after interest of £23.4m (£21.9m). After tax of £151.9m (£146.9m), less adjustments of £13.4m (£10.6m) and minority interests and

INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Allart London Props.	28	7	Scottish Western Inv.	27	2
Bank & Commercial	26	1	Smith Whitworth	28	3
Caledonian Trust	26	8	Sound Diffusion	26	3
Daejan Hldgs.	28	1	Sun Alliance Group	26	8
Hallam Sleight	28	7	Trident Ins.	26	5
HAT Group	27	1	Unilever	26	1
Manchester Ship	27	1	Vibroplant	26	4
Royal Worcester	26	5	Wheeler Restaurants	27	1

preference dividends of £10.4m (£10.2m), attributable profit came out at £134m (£128.5m) for the half, with the limited share £70.2m (£73m). Earnings per 25p of capital are shown at 36.0p (34.6p).

The 1977 comparative figures have been calculated at exchange rates in force at the end of the year of £1=£1.436-£1.91, while the 1978 figures were calculated at June 1978 rates of £1=£1.43 =£1.88.

See Lex

Three resign from Bank & Commercial

In a Boardroom shuffle at Bank and Commercial Holdings, three directors have resigned and three others have taken their place.

Mr. E. Kenneth Martell (chairman), Mr. L. V. Ibbett (former managing director) and Mr. Clifton J. C. Ibbett have left the Board and are replaced by Mr. K. A. Borneo, Mr. J. C. Green and Mr. G. Spenser.

The three departures were preceded in the last company report. The chairman wrote of Mr. Clifton Ibbett, "He has long been anxious to devote more time to his other business interests, but was reluctant to leave the Board during a difficult time for the company, and now that the future is so much more hopeful has asked not to be re-appointed."

Mr. J. C. Green, one of the new appointees, is chairman of Clifton Investments which has a significant stake in Bank and Commercial.

B and C has had a high turn-

over of directors recently. Twelve people were directors in the 19 months to October 31 last year and only five were still in office at the end of that period. Now three of those have been changed.

The latest accounts of Bank and Commercial were heavily qualified.

Rental rise at Sound Diffusion

New business in the first half of the current year at Sound Diffusion has been obtained at a very satisfactory rate, says Mr. C. R. P. Stonor, the chairman, but he tells shareholders in his annual statement that the increase in interest rates will have to be absorbed from profits.

As reported July 4, pre-tax profits for 1977 rose to £560,000 (£478,000). After tax £230,000 (£197,000), profit came out at £1.14m compared with £981,000. The dividend is stepped up to 12.16p (1.089p) per share.

Shareholders' funds increased by over £1m from £1.95m to £2.98m and the chairman anticipates a further satisfactory increase in the current year.

Mr. Stonor says the company's prospects in the medium term "look very bright": the company is currently collecting rental at £2m per annum from installations on hire, most of which, he says, is paid to financial institutions which finance the installations.

He adds that after the next three years an increasing proportion of this amount will revert to Sound each year rising to about £1.4m per annum net of maintain-

ance costs over the following four years.

Also, there will be rental from new installations added each year; the directors expect to add £200,000 to rental income during the current year. For 1977 rental income fell from £1.17m to £0.9m. Working capital at the year-end increased by £1.09m compared with a £219,000 decrease. Houston Financial Services holds 12.7 per cent of the issued capital.

Vibroplant advances to £2.6m

A SECOND half profit of £1.33m, against £0.99m, lifted pre-tax profit of Vibroplant Holdings from £1.85m to a peak £2.61m for the March 31, 1978 year. Turnover advanced £2.72m to £9.49m for the full period.

Net profit emerged at £1.25m compared with £0.89m, after tax of £1.05m (£0.86m). Earnings per 25p share are shown as 28.57p (14.81p) and the dividend is increased to 10.625p (9.515p) with a net final of 6.565p. Total dividends absorb £0.83m (£0.74m).

Profit retained amounted to £0.57m (£0.33m). Vibroplant is a plant hire concern.

The directors say the improved performance of the group is expected to continue for the full year. Profit for the whole of 1977 fell from £2.66m to £1m.

For the half year took £457,000 (£258,000), leaving net profit at £419,000 compared with £265,000. Earnings per 25p share are shown as 7.5p (4.4p) and the interim dividend is stepped up to 4.4p (2.12p) net—last year's final payment was 4.210p.

Pre-tax profit was struck after central expenses £124,000 (£105,000), and finance cost £177,000 (£92,000). Last year there were abnormal costs of £476,000 relating to Royal Worcester Spode (RWS).

The directors state that RWS now operating profitably.



Sir David Orr, chairman of Unilever

Royal Worcester ahead midterm —improvement to continue

AFTER debiting minorities profit of £132,000 against a credit of £43,000, pre-tax profit of Royal Worcester for the half-year to June 24, 1978, rose from £538,000 to £566,000. External group sales were ahead from £15.58m to £17.52m.

The directors say the improved performance of the group is expected to continue for the full year. Profit for the whole of 1977 fell from £2.66m to £1m.

For the half year took £457,000 (£258,000), leaving net profit at £419,000 compared with £265,000. Earnings per 25p share are shown as 7.5p (4.4p) and the interim dividend is stepped up to 4.4p (2.12p) net—last year's final payment was 4.210p.

Pre-tax profit was struck after central expenses £124,000 (£105,000), and finance cost £177,000 (£92,000). Last year there were abnormal costs of £476,000 relating to Royal Worcester Spode (RWS).

The directors state that RWS now operating profitably.

Trident Insurance nears £1m underwriting profit

An underwriting profit of risk where experience is approaching £1m on its fire and accident account for the year to March 31, 1978, is reported by Trident Insurance Group, a member of the Schlesinger European Investments.

Mr. M. D. Moros, chairman, points out that despite the difficulties encountered during the year, which included heavy winter storms, the firemen's strike and further signs of overcapacity in the market, a record underwriting profit of £958,000 was achieved compared with £336,000 for the nine months to March 31, 1977.

On the marine and aviation account, both sectors were adversely affected by late development of earlier years' underwriting, emphasised by the fall in the sterling exchange rate. A sum of £500,000 has been transferred from profit and loss to cover the liabilities. The company ceased writing a full marine account two years ago and Mr. Moros reports that the company is reducing its exposure on the aviation side for classes of risk where experience is difficult to monitor.

	Current payment	Date of payment	Corr. div.	Total for year	Total last year
Bishopsgate Plat.	3.21	Sept. 10	2.1	9.3	7.1
Caledonian Trst.	1.25	Oct. 1	1.1	1.8	1.6
Caledonian Trst.	0.78	Oct. 1	0.6	1.85	1.8
Hallam Sleight	0.67	Sept. 22	0.26	0.28	0.28
Man. Ship Canal	0.51	Oct. 8	0.3	15.96	6.39
Royal Worcester	0.24	Nov. 1	2.18	0.28	0.28
Smith Whitworth	0.28	Sept. 28	0.28	0.28	0.28
Vibroplant	0.67	Oct. 9	0.24	10.83	9.42

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ Additional 0.137p also to be paid for 1977. § On account of 1978-79 year. ¶ South African cents throughout.

CASTINGS LIMITED

	YEARS ENDED 31st MARCH	1978	1977	1976
Profit before Taxation	£	782,284	555,326	453,746
Taxation	£	406,715	282,294	234,105
Retained in Business	£	283,569	122,444	124,448
Issued Share Capital	£	676,211	676,211	507,158
	Pence			
Per Share	Pence			
Dividends Declared	£	1,795	1,608	1,462

EXTRACTS FROM CHAIRMAN'S STATEMENT:—
—Another excellent year with Profits increased by £226,958. These results include the first full year of production from the new Foundry commissioned on 25th February, 1977. —Output from all our foundries has increased and augers well for next year.

CAPITAL EXPENDITURE
—Expected to be £378,000 in 1978/79 and includes cost of additional Pattern Shop at Brownhills site to increase our capacity to produce further patterns under our own control.

DIRECT EXPORTS
—Tonnage directly exported above our previous most successful year—continuing to obtain new business.

FUTURE PROSPECTS
—Consider we can look forward with every confidence to being able to meet both foreign and home competition—prospects should enable us to achieve a further record output and even more satisfactory results in 1978/79.

Copies of the Report and Accounts for the year ended 31st March 1978, may be obtained upon application to: The Secretary, Castings Ltd., Lichfield Road, Brownhills, West Midlands, WS8 6JZ.

Caledonian Trust expands

PRE-TAX revenue of Caledonian Trust for the year to June 30, 1978, expanded from £1.03m to £1.21m. Tax took £493,113 against £404,950, leaving net revenue ahead at £710,829 compared with £624,789 last time.

Earnings per 25p share are shown as 1.89p (1.67p), exceeding the trust's interim forecast of 1.75p, and a final dividend of 1.25p (1.1p) lifts the total to 1.69p (1.6p). Also announced is an interim payment of 0.7p (0.6p) net on account of the 1978-79 year.

Sun Alliance linked growth

Funds under management of Sun Alliance Linked Life Insurance, the United Life subsidiary of the Sun Alliance Group, had grown to nearly £4m during the first eight months since the launch of the company.

By end-July, total funds amounted to £3.5m, of which the popular was the managed funds which had reached £1.4m. Next in popularity was the property fund which, including the managed fund holdings, amounted to £1.3m, and the international fund which was valued at £1.4m with its managed fund holdings. Smaller amounts have been invested in the equity and fixed-interest funds.

The company reports that the property fund portfolio shows a wide spread of industrial, commercial and shop property and enables individual investors to obtain an immediate interest in high-class property, backed by the group's property department.

SHARE STAKES

Hickman and Welch (Holdings) —Kewell Investment Office has sold 70,000 ordinary shares reducing holding from 9.19 per cent to 8.75 per cent.

Satchell and Satchell—Thornorton Trust has disposed of 120,000 ordinary shares reducing holding to less than 3 per cent.

Edlin and Everard—Mr. A. J. P. Everard, chairman, has sold 25,000 ordinary shares. Mr. A. N. P. Edlin, a director, has sold 10,000 shares. C. A. Edlin, wife of Mr. A. N. Edlin, has sold 10,000 shares. These sales, totalling 45,000 shares in all, represent 0.88 per cent of the equity. In each case the sale of shares is to provide funds to meet income tax demands and house improvement costs. The sales were held up for several weeks pending the announcement of the sale of the building society division of the company to Travis and Arnold, and also the announcement of the company's year end results.

Witton Investment—Lord Farinham, a director, has ceased to be beneficially interested in 25,000 ordinary shares and has become interested in 10,000 ordinary shares as a trustee. He is now interested beneficially in 450,000 ordinary shares and as a trustee, 1,011,924 ordinary shares and in 10,000 "B" ordinary shares beneficially.

When the people are good the results are good

This is the Racal team's 10 year record

	Turnover	Pre-tax Profit	Exports	Earnings per Share (After Tax)
1969	£ 7,572,000	£ 987,000	£ 2,900,000	1.44p
1970	£ 14,651,000	£ 1,682,000	£ 6,958,000	1.02p
1971	£ 17,168,000	£ 2,229,000	£ 7,580,000	1.53p
1972	£ 21,024,000	£ 3,165,000	£ 9,306,000	2.20p
1973	£ 25,718,000	£ 4,273,000	£ 10,393,000	2.73p
1974	£ 37,378,000	£ 6,247,000	£ 18,280,000	2.40p
1975	£ 53,988,000	£ 9,559,000	£ 28,229,000	7.65p
1976	£ 79,971,000	£ 19,646,000	£ 48,770,000	12.32p
1977	£ 122,258,000	£ 32,714,000	£ 74,410,000	18.89p
1978	£ 183,338,000	£ 49,832,000	£ 95,029,000	25.46p

Annual Compound Growth Rates 1969-1978

TURNOVER 42%
EXPORTS 47%
EARNINGS PER SHARE 37%

Racal has just completed another record year, its 23rd in succession; a year in which four further acquisitions were completed, two in the United Kingdom and two in the United States of America.

The profit before taxation for the year ended 31st March 1978, amounted to £49,832,000 (previous year £32,714,000) which represents an increase of 52%. Taxation is estimated to be £21,189,000.

Turnover during the year was £183,338,000 (previous year £122,258,000) an increase of 50%.

These remarkable results have only been made possible because of the outstanding ingenuity and skills of our people of whom there are now nearly 9,000.

The Racal team is without doubt the finest in the world and has every reason to be very proud of its achievements.

I know that everybody would wish me both to congratulate and thank each and every one of them for



the great contribution which they have made to ensure the Racal success. In our team I do of course include not just our staff, but also their families without whose support, encouragement and understanding, such achievements would not be possible.

We are very much in favour of our employees owning shares in the company which they have helped, and are helping to build and we were pleased that during the year under review, more of our staff joined the share savings scheme. There are now options outstanding for a total of 774,347 of our ordinary shares for which the participating employees have committed themselves to saving more than £700,000.

The team has never been stronger and the order book is at a record level.

Subject only to circumstances beyond our control, therefore, we can expect another record year, our 24th in succession.

Ernest T. Harrison OBE, FCA, Comp IEE
Chairman

RACAL The Electronics Group

RADIO COMMUNICATIONS · DATA COMMUNICATIONS · COMMUNICATIONS SECURITY · INSTRUMENTATION · ACOUSTICS · ANTENNAS · RECORDING · MICROELECTRONICS · COMPUTER AIDED DESIGN · HEALTH AND SAFETY

John G. S. S.

Expansion continues at G. H. Downing

Extracts from the statement of the Chairman, Mr. D. S. Hartley, for the year to 31st March 1978:

* Pre-tax profits of £1,715,268—not unsatisfactory in a difficult year.

* £2,823,706 invested in new plant, kilns and buildings.

* Steel making recession made it a difficult year for refractories. Roofing tile sales remained buoyant. The electrical engineering division had a record year with turnover nearly 80% up.

* The Dutch subsidiary had another very good year. The high demand enabled us to export bricks from the U.K.

* Current year going reasonably well.

G. H. DOWNING & CO. LIMITED

Manufacturers of Clay Products, Refractories, Roadstone Aggregates, Electrical Power Engineers.

BRAMPTON HILL, NEWCASTLE, STAFFS.

Daejan encouraged by outlook

BECAUSE OF the inherent soundness of its structure, prospects of Daejan Holdings, the property investment company, are and will continue to be encouraging, says Mr. L. L. Tobin, the chairman in his annual statement.

As already known, profits before tax advanced from £1.44m to £2.47m for the year to March 31, 1978. Earnings were 10.5p (6.61p) per 25p share and the dividend, 2.9875p (2.925p) net.

The company has a Swiss franc loan due for repayment in December 1978, which was taken out in 1973 to finance the purchase of the Strand Palace Hotel. However, because of the continued decline in the value of sterling since then, substantial losses were incurred which have been written off to capital reserve, the chairman explains.

Sterling depreciation was largely responsible for the fall in the company's net asset value from 151p to 129p per share at the year end, he adds.

He says the directors therefore had to solve two inter-related problems of vital importance to the company. First, the necessity of taking the earliest opportunity to eliminate the Swiss franc loan so as to avoid future losses in the event of sterling value not appreciating and second, to negotiate an extension of the loan, equivalent to some £15m.

An agreement in principle has now been reached with the company's bankers for this borrowing to be extended as a medium term sterling loan, which the directors consider to be a very satisfactory solution.

Mr. Tobin states that this will have the two-fold effect of eliminating further drains on reserves and also of substantially reducing short term loans.

He is hopeful that the Strand Palace Hotel rent reviews which will take place during the currency of the extended loan will themselves alone enable a substantial portion of losses to be recovered and added back to capital reserves.

In addition, the directors look forward to a substantial increase in many other items in the company's portfolio.

Meeting, Connaught Rooms, W.C. September 7, noon.

GORDON & GOTCH

Directors of Gordon and Gotch Holdings say that owing to the continuation of dividend controls, the final dividend of 2.84p announced will not be paid. The

2.84p interim dividend paid on March 31, 1978, represents, almost exactly, the maximum permitted for March 31, 1978, year, they add.

0.28p dividend from Smith Whitworth

For the year ended March 31, 1978, attributable profits of Smith Whitworth have shot up from £24,619 to £129,404, and dividends are reserved with a 0.2833p recommendation.

This is the maximum possible after the payment was missed last year.

Profit before tax fell from £34,304 to £10,329, but tax and extraordinary credits push up the attributable balance to £129,404. Earnings are given as 0.35p (0.37p) per 5p share.

Principal activities of the group are the manufacture of textile and special purpose automation machinery and steel fabrications.

In the first few months of the current year there has been a high level of activity throughout the group, the directors report.

MINING NEWS

Impala earns more but starts paying tax

BY KENNETH MARSTON, MINING EDITOR

LIGHT AND SHADE filters through the results for the year to June 30 of the General Mining Union Corporation group's Impala Platinum which also announces that in a tidying-up operation it is to become a wholly-owned subsidiary of Bishopsgate Platinum.

The good news is that thanks to the recovery that has taken place in the platinum market this year the big South African producer's profit before tax has advanced by 33 per cent to £44.1m (£23.3m) after writing off £1.5m from the Rota Tube research and development project.

On the other side of the coin, the company's tax losses have been fully absorbed. This means that a tax charge of £10,588m has appeared for 1977-78 against only £1m in the previous 12 months and that in the current year Impala will be liable not only for normal tax but also for the payment of the State's share of profits under the mining lease.

Capital spending this year is expected to rise from £13m to £14.9m in 1977-78. Production is put at 750,000 ounces of platinum against about 700,000 ounces in the past year.

After deducting tax, Impala's net profit for 1977-78 comes out at £33.4m, or 27p cents per share, compared with £32.1m in the

previous year. An unchanged final quarterly dividend is declared of 20 cents which makes a total for the past year of 80 cents against 70 cents for 1976-77.

BISHOPSGATE PLATINUM

An increased final dividend for the year to June 30 of 32 cents, making 92 cents against 71 cents, is declared by Bishopsgate Platinum whose major interest is a stake of 21.68 per cent in Impala.

It is proposed that Impala should become a wholly-owned subsidiary of Bishopsgate Platinum.

—which was floated early in 1973—and that the latter should change its name to Impala Platinum Holdings.

It is considered that the various effective equity interests in Impala should be consolidated into a single company rather than the present division between direct interests and those indirect.

So it is proposed that Impala cancels all its shares other than those held by Bishopsgate; the latter company consolidates every two of its existing 10 cents shares into one of 20 cents and increases into one of 20 cents; Bishopsgate then issues 45.15m shares to the

SOUTHVAAL

Half-year net profits of South Africa's Southvaal Holdings arising from interest received but not the important royalties—amount to £173,000 a year ago. But it is pointed out that the royalty due to Southvaal from Vaal Reef during the period is estimated at £11.3m compared with £2.29m in the same period of last year.

These royalties accrue to Southvaal from the mining of Vaal Reef's south lease. The amount of royalty is only determined when the year-end profit from Vaal Reef's operations in the south lease area is known and the final amount of capital expenditure has been established.

U.S. moving towards mining of deep ocean floor

THERE are growing expectations that Congress will pass this session a Bill authorising U.S. companies to mine minerals from the deep ocean floor, it is reported.

By a vote of 18 to one, the Senate Commerce Committee approved legislation setting up in the Commerce Department a system for issuing permits to mine nodules of manganese, copper, nickel and cobalt from the deep Pacific seabed.

Like the previous House Bill, the Senate measure omits any plan for insuring mining companies against losses resulting from any future international treaty regulating seabed mining.

A different version approved earlier by the Senate Commerce Committee would provide Federal insurance of up to \$350m (£178m) for any U.S. company with losses attributable to production controls or other terms of any future regulatory treaty.

The Carter Administration supports enactment of a seabed mining Bill, but without any insurance guarantees. The Senate probably will choose between the Commerce and Energy Committee versions with a floor vote, but first the Bill must make another stop at the Foreign Relations Committee for review.

Progress of the Bill in Congress is being watched closely by delegates to the United Nations Law of the Sea Conference, which has been trying to negotiate a treaty regulating seabed mining. Delegations from under-developed countries have been arguing for a regulatory system that U.S. companies say would inhibit their plans for independent mining operations.

Until last year, the State Department had opposed an unilateral U.S. mining legislation to case it should offend the under-developed nations and disrupt the Law of the Sea Conference. However, Mr. Bill Richardson, the U.S. ambassador to the Conference, has given Congress a green light to pass a Bill as a way of impressing other delegations that U.S. companies are going to mine seabed nodules regardless of whether a treaty exists.

Any Bill that passes is likely to contain "a sense of congress"

MINING BRIEFS

NEW GUINEA GOLDPLAINS—Monthly production for June, Gold Ridge Mills: Tons are treated 8,143. Amalgam recovered per ton 0.946. Fine gold produced (ounces) 328.3. Silver produced (ounces) 368.3. Gold Creek Alluvial: Fine gold produced (ounces) 11.4. Fine silver produced (ounces) 10.5. Total: Fine gold produced (ounces) 340.7. Fine silver produced (ounces) 378.8.

PRODUCTION REPORT

Year	1977-78	1976-77
Copper	1,000,000	950,000
Gold	100,000	90,000
Platinum	100,000	90,000
Iron	100,000	90,000
Coal	100,000	90,000
Oil	100,000	90,000
Gas	100,000	90,000
Electricity	100,000	90,000
Water	100,000	90,000
Other	100,000	90,000

PACIFIC COPPER IN ST. JOE DEAL

Canada's Pacific Copper Mines states that its Australian affiliate,

N. Brown Investments confident

NOW THAT N. Brown Investments has reduced both its borrowings and its areas of unprofitable investment, Mr. N. Brown, the chairman, feels the group is in a better and healthier state to take advantage of any recovery in trading conditions.

The benefit of recent reorganisations and improvements will be increasingly felt in the future. But considering the high cost of its campaign to increase its share of the mail order retailing market, he is averse to predicting the outcome for 1978-79. However, he says directors have every confidence in the future.

In the February 28, 1978 year the group changed its terms of selling to the "option credit" system as used by the leading credit card organisations.

Mr. Alliance says this has meant customers have tended to pay off their accounts more quickly, thereby reducing debtors and substantially improving group cash flow. Consequently bank and other borrowings have been reduced by £1.5m.

Also, the new policy has allowed the group to materially reduce selling prices and by this move stimulate demand, Mr. Alliance says.

"We are thus in a position, subject only to the availability of funds, to expand our business at a faster and more profitable rate than hitherto."

The group already has the physical space and fixed overhead base for quite considerable future growth, and directors aim to maximise the possible advantages of this position in the next few years.

As previously reported taxable profit in the latest year advanced from £798,162 to £808,914.

WORLDINVEST INCOME FUND DIVIDEND ANNOUNCEMENT

The Trustees of Worldinvest Income Fund are pleased to announce a \$4.25 per share distribution to shareholders in respect of the half-year period from December 30th, 1977 to June 29th, 1978. Coupon No. 3 may be presented on or after August 31st, 1978 to any of the following paying agents:

- Bank of America NT & SA, St. George's Building, Ice House Street, Hong Kong
- Wobaco Trust Limited, 50 Shriley Street, Nassau, Bahamas
- Bank of America International SA, 35 Boulevard Royal, Luxembourg
- Wobaco Trust (Jersey) Limited, Union House, Union Street, St. Helier, Jersey, Channel Islands

Payment will be made subject to any applicable fiscal or other regulations within fourteen days of such presentation.

WOBACO TRUST (JERSEY) LIMITED

COMPAGNIE FINANCIERE DE SUEZ

Société Anonyme registered in France with a capital of 926,110,600 Fr

Registered Office: 1, rue d'Assol, 75008 PARIS

Financial year: from January 1 to December 31.

INTERIM STATEMENT OF INCOME—1978 (compared with 1977)

	1977	1978
Portfolio Income		
1st quarter	21,096,591.47	4,910,658.33
2nd quarter	153,683,299.36	184,567,777.23
	174,779,890.83	189,478,435.56
Total amount of other income		
1st quarter	5,669,879.87	2,885,267.02
2nd quarter	33,776,658.69	171,198.40
	39,446,538.56	2,714,068.22
GENERAL TOTAL	214,226,429.39	192,192,503.78

* Of which Frs. 17,592,286 arose from the exceptional distribution made by Compagnie Financière du Groupe Victoire, in January 1977, within the framework of its reorganisation operations.

London 10th August 1978

Hallam Sleigh midway rise

With sales higher at £2.12m against £1.57m, taxable profits of Hallam, Sleigh and Cheston, the general engineering concern, rose by £23,000 to £95,000 for the half-year to March 31, 1978.

In the last annual statement, the directors pointed out that the company's largest customer did not accept deliveries for over a month—this had made a dent in profitability, but they hoped that last year's level of profits would be sustained at the half year.

They said that they were confident the company would further progress in increasing sales and profitability, although this might not be fully reflected in the full year's results.

For the whole of the 1977-78 year a record £1,57,000 taxable profit was reported.

The directors now say they have no reason to doubt that the gradual improvement in profits over the last two years will not only continue but accelerate.

Net profits for the first-half period were £45,000 (£34,000). On increased capital, the net payment to shareholders was 0.62p (0.26p) per 10p share, but as dividend restraint has not been lifted, the directors say the forecast additional 0.94p for 1978-79 cannot be paid.

In March when announcing the acquisition of Transrip to be met by a placing of shares, the directors forecast that in this context, the Treasury had been informed of the company's intention to increase the total dividend for the current year to £350,000 (£280,000).

Results of Transrip, which for the half-year earned £14,000 profit, on sales of £255,000, are not included in group results.

Birmingham Mint starts well

The current year at Birmingham Mint has begun well with a record turnover of £28.6m (£28.18m), net current assets were £221m (£1.7m) and current liabilities £3,67m (£3.95m).

At balance date, properties were shown at £24.47m in taxable profit was exceptional and says the company's largest customer did not accept deliveries for over a month—this had made a dent in profitability, but they hoped that last year's level of profits would be sustained at the half year.

They said that they were confident the company would further progress in increasing sales and profitability, although this might not be fully reflected in the full year's results.

For the whole of the 1977-78 year a record £1,57,000 taxable profit was reported.

The directors now say they have no reason to doubt that the gradual improvement in profits over the last two years will not only continue but accelerate.

Net profits for the first-half period were £45,000 (£34,000). On increased capital, the net payment to shareholders was 0.62p (0.26p) per 10p share, but as dividend restraint has not been lifted, the directors say the forecast additional 0.94p for 1978-79 cannot be paid.

In March when announcing the acquisition of Transrip to be met by a placing of shares, the directors forecast that in this context, the Treasury had been informed of the company's intention to increase the total dividend for the current year to £350,000 (£280,000).

Results of Transrip, which for the half-year earned £14,000 profit, on sales of £255,000, are not included in group results.

As known pre-tax profits for the year to April 1, 1978 rose from £24,880 to £28,573 on turnover of £9,05m against £7.8m. Earnings per share are 16.8p (9.3p) and the dividend is 4.88p (4.33p).

Fixed assets as at April 1, 1978 amounted to £1,500m (£1,350m) and net current assets were down at £2.7m (£2.7m). A statement of source and application of funds shows a net outflow of funds of £0.62m compared with an inflow of £39,000.

Meeting, Birmingham, September 7 at noon.

Allnatt chief sees £4m

Mr. Leslie H. Smith, chairman of Allnatt's London Properties, forecasts a pre-tax profit of £4m for the current year.

He says in his statement with accounts that for the March 31, 1979, year he anticipates a rent roll in excess of £5.5m, rents

Anglo-International Investment Trust Ltd. INTERIM STATEMENT

Revenue for Half-year

Revenue after expenses but before tax for the six months ended 30th June, 1978 amounted to £169,176 against £169,111 for the same period in 1977, and taxation for the half-year was £81,002 against £80,570.

Interim Dividend Unchanged

An interim dividend of 1p cash will be paid on 5th October, 1978 to Dividend shareholders on the register on 4th September.

Asset Values Higher

On 30th June, 1978 net assets were £8,414,455 equivalent to 227p per Asset share (last year — 203p) taking quoted investments at market value.

All figures are unaudited.

HAT GROUP LIMITED

specialists to the construction industry

Results for the 12 months	1978	1977
to 28th February		
Turnover	64,357	57,752
Profit before tax	2,090	3,105
Profit after tax	1,625	2,311
Earnings per 10p share	5.3p	7.6p
Dividend	2.0116p	1.80269p

Unforeseen circumstances apart I am confident that after two rather stagnant years we are now set to move forward with increased profits.

A. C. V. TELLING, Chairman.

Copies of the annual report may be obtained from The Secretary, HAT Group Limited, Bury Wood, Winton, Avon BS12 7SA

Record year of profit despite uneven conditions

Financial Highlights

	1978	1977
Turnover	26,733	22,737
Overseas sales*	15,106	14,101
Trading profit	3,802	3,647
Profit before tax	3,662	3,606
Profit after tax	2,670	2,605
Dividends per share	6.3p	5.6p
Earnings per share on profit after taxation	32.5p	37.0p
Earnings per share on profit before taxation	44.5p	51.1p

* Does not include a substantial proportion of goods sold in United Kingdom but exported as part of other manufacturers' production.

Points from the Review by the Chairman, Mr. L. V. D. Tindale.

The year under review began with poor order books and as these improved we were then plagued by industrial action. The result was a depressing first six months. The second

six months however showed much improvement, producing record pre-tax profits.

Despite the difficult trading conditions major developments continued at an expanded pace. A substantial warehouse was acquired in Greater Manchester, a joint operation established in Ireland and there were acquisitions in the distribution and manufacturing areas.

Orders are coming in at a higher rate than last year though better times cannot be predicted with certainty. Nevertheless I shall be disappointed if the figures for next year are not an improvement on those for 1977-78.

The Annual General Meeting will be held at the Charing Cross Hotel, Strand, London, on 24th August 1978 at 12 noon.

Copies of the Report and Accounts may be obtained from the Secretary, Lever Street, Bolton, BL3 6DJ.



EDBRO (HOLDINGS) LIMITED
(In Liquidation)

London Secretaries
Union Corporation (UK) Limited
Preston House,
95 Gresham Street,
London EC2V 7BS.
14th August 1978

Registered Office
Union Corporation Building,
74/78 Marshall Street,
Johannesburg 2001.
(P.O. Box 61356, Marshalltown, 2107).

On behalf of the Board
I. T. GREIG, Chairman.
R. C. BOYELL, Managing Director.

AMERICAN NEWS

BY JOSEPH MANN

CARACAS, August 14. **seven on the \$200m loan which Lloyds Bank International was given a mandate to arrange for the Republic last week.**

In advance of the award of this mandate, there was persistent rumor that the size of the loan would be \$500m. However, according to some sources, the Venezuelans have made it clear that they want only \$200m in the form of a syndicated Euro-dollar medium-term loan for the rest of this year. The reports of Japanese interest in providing a further such loan thus come as a surprise—particularly since they were already showing interest in the \$200m loan which a management group is now being formed.

BY DAVID LASCELLES

THE LARGE and complex IBM-Memorex anti-trust case which got bogged down last month when the jury failed to reach a verdict, was resolved on Friday when the judge issued a directed verdict in favour of IBM.

In finding for IBM on every issue, Judge Court of the San Francisco Court said in allowing the verdict in whole, there was not substantial evidence present that could support a finding by reasonable jurors that any of IBM's acts were anti-competitive or predatory or unnecessarily excluded competition."

The Memorex case, filed in 1968, is one of 49 private anti-trust complaints against IBM, and involves more issues than any anti-trust case against the

By John Wicks

ZURICH, August 14. HERCULES INC. is to sell its international pigments business to the Swiss Ciba-Gelby group. Final agreements should be by the end of the year.

The sale will include Hercules' production facilities in New York State, Pennsylvania, California and Texas, as well as Holland and Bouthalen in Belgium. Pigment sales by Hercules amounted to over \$100m in 1977. The transaction marks the Swiss chemical group's eighth acquisition in the U.S. since the autumn of last year.

A number of other U.S. chemicals companies with long-established manufacturing interests in Western

BY FAY GJESTER

OSLO's stock exchange, until recently in the doldrums as a result of the shipping and industrial recessions, has been enjoying a mini-boom this summer.

Prices of many key shares have been climbing, and turnover has risen from week to week. On Friday 12,236 shares were dealt in, the most in a single day since the stock exchange last began publishing daily turnover figures, in January.

Factors contributing to the boom include the recent news of an offshore oil strike on a promising Norwegian block, and the improvement in world oil and freight rates. More important, however, has been the growing conviction among investors that the Government intends to take action soon to encourage investment in the equity market.

Signals to this effect have come recently from both the Finance Minister, Mr. Per Kleppe, and the Minister for Industry, Mr. Olav Haukvik.

In a Press interview early this month, Mr. Kleppe said something must be done to end the "discrimination against shares as a means of financing" and indicated that he was considering several possible measures. Though he would not be specific, these could include an easing of the tax on profits from share sales, or more concessions to those who invest in shares.

Either or both of these moves could be announced in October along with the budget for 1979.

The cars-for-oil agreement now being negotiated with Volvo, of Sweden, is another move which the Government would like to invigorate the market. Only an active market is likely to take up a significant amount of shares in the proposed Norwegian-Swedish company.

The Minister for Industry said last week that as much as possible capital as possible would be invested in the new concern. He added that it would be "natural" for the autumn budget to include measures designed to stimulate share trading.

BY ROBERT GIBBENS

ALGOMA STEEL. Canada's third largest steel company, and now controlled by the Canadian Pacific group, reports sharply higher first-half earnings and continuing strong markets, but warns that recent pay settlements will mean higher selling prices.

Second quarter earnings were up by 56 per cent to C\$19.3m, or C\$1.45 a share, from C\$12.4m or 93 cents on revenues of C\$225m against C\$180m.

First-half earnings were C\$32.5m or C\$2.39 a share against C\$17.4m or C\$1.23 on sales of C\$420m against C\$334m.

BY OUR OWN CORRESPONDENT

EARNINGS OF Asbestos Corporation, the second-largest fibre producer in Canada, slid sharply in the second quarter to C\$3.9m from C\$5.5m, with the per share figure down to C\$1.39 from C\$1.98.

Industry shipments were down by more than a tenth in the first half of the year, a period which saw the company's profits decline from C\$10.7m to C\$7.2m, or from

NEW YORK, August 14.

Edison Brothers totes the shoe retail group made net profits of \$7.1m in the ten weeks to July 1 against \$5.9m or 61 cents a share compared with 49 cents. Sales rose from \$109.2m to \$135m or \$1.22 a share against \$11.6m or 95 cents. Sales came to \$322.7m compared with \$269.3m per share figures for last year are adjusted for a three-for-one stock split in February, 1978.

Strong third quarter results are announced by Carrier Corporation, the cooling and heating equipment group. Third quarter earnings totalled \$32.0 million, or \$1.15 a share, compared with \$20.23 million, or 79 cents a share in the corresponding period of 1977. Rauter reports from New York. Sales totalled \$612.1m. against \$380.3m previously. The latest figures bring the nine-month earnings total to \$72.2m, or \$2.59 a share, against \$41.7m, or \$1.52 a share, previously. Total sales for the nine months are \$1,968.5m previously. The nine months figures for 1978 includes operations of Inmont Corporation from January 1.

NEW YORK, August 14.

THE gold and silver alloys concern Handy and Harman had net income for the second quarter of \$3.6m or \$1.08 a share compared with \$3.09m or 91 cents last time. Sales revenues moved up from \$91.25m to \$115.93m.

This gave the company net income for the first half of \$6.54m or \$1.93 a share against \$5.92m or \$1.75. Sales were \$219.57m against \$184.18m. Mr. M. W. Townsend, president and chairman, said that the company continued to look forward to the full year result with confidence, and expected earnings some 10 per cent to 15 per cent ahead of last year's \$3.29.

Foodwholesalers Fleming Companies saw second quarter net income increase from \$3.8m or 44 cents a share to \$3.3m or 51 cents, on sales ahead from \$453.2m to \$502.6m.

This result lifted net income for the first half of the year from \$6.5m or \$1.04 a share to \$7.5m or \$1.20 a share. Sales for the six months period were \$1.16bn, against \$1.08bn.

Other results for the first six months:

- Coastal States Gas**, natural gas company, \$1.49 a share compared with \$1.99;
- Petite Stores**, women's stores group, \$1.38 against \$1.18;
- Sambos Restaurants**, restaurant chain, 74 cents against 55 cents.

MID-DAY INDICATIONS

[illegible]

This announcement appears as a matter of record only.

Seoul Korea

Provided by

Nomura Europe N.V. Yamaichi International (Nederland) N.V.

Co-ordinating and Agent Bank:

Hill Samuel & Co. Limited

INTERNATIONAL FINANCIAL AND COMPANY NEWS

U.S. move
by Brown
Boveri

By John Wicks

ZURICH, August 14

SWISS engineer BBC AG Brown Boveri has acquired the control of the U.S. subsidiary of the company, Brown Boveri Inc. (BBI), of Life Corporation of Massachusetts. The announcement comes only a few days after that of a joint venture between Brown Boveri and the U.S. engineering firm General Electric in the field of equipment for the transmission and distribution of electricity.

Based in Santa Clara, California, BBI is engaged in the development and manufacture of electronic systems for the control of electricity, oil, gas and water distribution. The \$5m division will become part of Brown Boveri Control Systems Incorporated.

Meanwhile, the cement industry holding company Holderbank Financiere Glarus AG announces the acquisition of Santee Portland Cement Corporation, of South Carolina, by its U.S. affiliate Dundee Cement Company.

The takeover of Santee, which operates a cement works of 10 million annual capacity near Charleston, increases the total capacity of the Dundee group to more than 3m tons annually. Last year, overall installed capacity of the Holderbank group rose to 27.7m tons, with sales of some 22m tons. The Swiss group is one of three largest in the world cement industry.

Forwarding agents Panalpina Welttransport AG has acquired the Houston-based Harle Group, through its New York affiliate. The Harle services and shipping group operates mainly in the southern and south-western states. The company will continue operating under its present name and with present staff.

Credit Suisse abroad

CREDIT SUISSE is to set up a representative office in Calgary, Canada, in the coming months, writes John Wicks from Zurich. This announcement follows a recent statement by another of the "big three" Swiss banks, Swiss Bank Corporation, that a Calgary branch is to open at the start of October. Credit Suisse is also shortly to establish a representative office in Abu Dhabi.

New EOE series

The European Options Exchange will introduce a new series for Boeing Co. and Polaroid Corporation from tomorrow, following recent price movements on the New York Stock Exchange, Reuters reports from Amsterdam. The Boeing series will be November and February with an exercise price of \$80 and the Polaroid series October, January and April with an exercise price of \$80.

FRENCH MOTOR COMPONENTS

Lucas presses Ducellier bid

BY DAVID WHITE IN PARIS

THE question of British Government approval for the Peugeot-Chrysler deal gives Lucas Industries, the UK components manufacturer, the ideal opportunity to press a similar case with the French.

Lucas has been waiting since January for the French authorities to decide whether to allow the proposed takeover of a French-based electrical components business, Ducellier.

The British company already hold 49 per cent of Ducellier, have increased its stake last year from 40 per cent, and has agreed with Ducellier, of the U.S., which holds the remainder, through its subsidiary, DBA, to take full control.

The deal is worth \$28m, a far cry from the \$430m Peugeot-Chrysler agreement, but Lucas is making efforts through diplomatic and other channels to have the two deals considered together as a trade-off.

As in the Chrysler deal, Lucas points out, it is a question of a U.S. interest being bought out by a European one. What is more, Ducellier carries with it none of the problems borne by Chrysler UK. It owes the Government no money, and there is no question of jobs being in doubt, as at Linwood. Lucas has already guaranteed that jobs will be increased, and has added the promise of doubling Ducellier's exports in the next 10 years.

Ducellier is relatively prod-

able for a components company. Its net earnings last year were FFf 28m (\$6.5m) on sales of FFf 800m (\$187m).

Lucas, which had turnover last year of £124m (\$244m) in France, has been a major shareholder in Ducellier since 1960, helping to secure for the company a dominant role in the electrical components business.

The UK company has also Ferodo. It wants to help con-

solidate inroads into other sectors, struct a French-controlled con-

In a separate cross-frontier deal, the West German Cartel Office is to decide in September whether to allow Veba to sell a substantial part of its assets to the German subsidiary of BP for \$1.6m, agencies report from Berlin. The decision is not expected to be made public until October.

With a highly successful business in fuel injection equipment, CAV-Rotax Diesel, based in Blois, south of Paris, is about to expand with an injector plant at La Rochelle.

Its Girdling brake businesses at Bouzonville, near Metz in Eastern France, has cornered the quarter of the French market, while Lucas also makes Rists cable harness at Calais, and has a recent joint venture with the Thomson-Brandt group in aerospace components.

Why are the French withholding approval of the deal, especially since Lucas' agreement with Ducellier was a refusal in the event of the other wanting to sell out?

cern which can compete internationally in the Lucas league. This is in line with its general policy of trying to avoid foreign takeovers except when they are imperative for the acquisition of technological expertise.

What is more, the French Government is beholden to Ferodo, having helped push the group, first into SEV-Marchal five years ago, and then two years ago into the absorption of two other companies, Parle Rhone and Cible. Cible makes headlamps, and has been described in the industry as the only successful company in the SEV group.

Parl Rhone makes rotating machines, especially starter motors, and has a virtual monopoly of the heavy vehicle market

and a minority share of the private vehicle market. Its rival is Ducellier.

The intention of the French Government appears to be to mark time in the hope that Lucas and Ferodo will eventually reach a modus vivendi over the future of Ducellier. Lucas has offered to go into a joint holding company to control the 51 per cent for which it is bidding. Ferodo would be prepared to go into a 50-50 joint venture, between Lucas and SEV-Marchal, for the whole of Ducellier.

But Lucas is not prepared for an involvement with Ferodo as long as the latter is connected with Bosch, a direct international competitor.

Lucas claims to have the support of the whole of the motor industry in leading of the threatened dominance of Bosch, as the car companies are very wary of monopoly positions. But it is hardly going to get public support from the state-owned Renault.

Renault, which (pending the Peugeot-Citroen deal with Chrysler) is the biggest French motor manufacturer, has meanwhile set up a joint venture with Bendix in the very different field of electronic components. The U.S. group is seeking to build up its car electronics interest in the place of its sole electrical components interest, which is, for the time being, Ducellier.

Repayments
by Zaire
Mining
deferred

By Robert Wood

TOKYO, August 14

THE EXPORT-IMPORT Bank of Japan, a semi-Government body and 18 private banks, have deferred repayment of ¥23.8bn (\$125m) owed by Zaire Mining Development, a consortium company formed by Japanese mining companies and Nissin-Iwai, the trading company to develop Zaire copper jointly with local businessmen.

Aside from the long-term depression in the world price of copper, Zaire Mining has suffered from the closing of the Benguela Railway through Angola, on which most of its products had been shipped. Recently it has been shipping its ore 3,400 kilometres through Zambia, Rhodesia, and South Africa to the port of East London. Though it hopes to divert shipments to the 2,070 kilometre Tazara Railway through Tanzania, and reduce expenses by cutting the size of its operations, its officials see no prospect for the elimination of its deficits while copper prices remain depressed. The company has also been hit by its borrowing being in yen while its sales are in dollars.

Zaire Mining was the first Japanese copper development company financed by the Japanese Export-Import Bank, was established in 1968. The debt rescheduling comes at a time when Japan is hoping to reduce her balance of payments surpluses by encouraging new Japanese investments in mining concessions overseas through the Export-Import Bank. A similar debt rescheduling plan is reported to be under consideration for Mamut Mining Development, a company involved in joint venture copper development in the Sabah State of Malaysia. The troubles of these copper producers are, however, unlikely to affect plans for further Japanese mining investments, according to a banker, because new plans are centred on energy resources such as uranium and coal.

The largest stockholder in the Zaire venture is Nippon Mining, the largest stockholder in Mamut is Mitsubishi Metal.

Increase by Canon
Canon, the Japanese precision machinery manufacturer, raised its after-tax profit by 4.8 per cent to ¥3,255m (\$17.1m) in the first half of this year from ¥3,150m in the first six months of 1977, Reuters reports from Tokyo.

Sales increased by 10 per cent to ¥65,260m (\$343m), from ¥59,320m.

The interim dividend is unchanged, at ¥3.75.

Sharp reduction
in IAC deficit

BY JAMES FORTH

SYDNEY, August 14

IAC (HOLDINGS), the finance group owned by Citicorp of the U.S., incurred an operation loss of A\$3.7m (\$4.3m) in the June half year — a sharp reduction on the A\$32m operating deficit in the first-half of 1977 and the A\$51.5m for the full 1977 year.

The directors declared a net profit of A\$125,000 for the six months after taking account of A\$3.87m income tax benefit, of which A\$1.68m represented an adjustment for 1976 realised foreign exchange losses. The net loss for the first-half of 1977 was A\$17.8m, and for the full year A\$28m.

IAC was one of a number of major Australian finance companies which were hit hard by the collapse of the property boom in 1973, which culminated in Citicorp buying out the minority shareholders last year, subject to a guarantee that the Australian public would be offered 25 per cent back again within 10 years of the acquisition.

The directors said that considerable progress had been made in sales of real estate, resulting in a further reduction of A\$8m in the level of non-accrual loans in the latest half of 1977. In addition sales of foreclosed properties amounted to A\$6.5m, and deferred loans declined by A\$2.3m.

At June 30 non-accrual real estate loans, after deducting A\$975m to related provisions, amounted to A\$1.0m.

Westfield earnings jump

BY OUR OWN CORRESPONDENT

SYDNEY, August 14

WESTFIELD, THE property group, raised earnings almost 33 per cent, from A\$2.6m to A\$3.5m in the year to June 30—the 18th consecutive increase in profit since joining the stock exchange lists.

The directors said that they expected to be in a position by the annual meeting, scheduled for November 27, to make a further announcement concerning their consideration of the re-appraisal of the company's properties and the likely benefit to shareholders.

The stated asset backing rose from A\$2.84 to A\$3.13 a share but the re-appraisal is expected to result in a substantial increase in asset backing. The company's from all shopping centres in the group, a motel in Sydney, an office complex in Sydney and the first time also reflected a full issue. The company has made 13 months' operations from the four such issues since 1970.

Safmarine cuts dividend

BY RICHARD ROFFE

JOHANNESBURG, August 14

THE SOUTH AFRICAN national shipping line, South African Marine Corporation (Safmarine), has reported lower profits for the year to June 30, and has effected a sharp cut in its dividend from 22c to 10c. On turnover up from R152m to R217m (\$249m), the pre-tax profit figure is reduced by 35 per cent from R33.8m to R25.8m, and after provisions for taxation, nearly all of which is deferred, net profit is down from R22.9m to R18.4m (\$21.1m).

Earnings per share have fallen from 65 cents to 54 cents, or by 15.5 per cent, less steeply than the dividend. The Board says that the reduced dividend level is what "is anticipated" and can be maintained for the 1978-79 financial year. It also reflects a cautious view of trading prospects flowing from the depressed level of imports—though this has recently improved—and the introduction of the new containerisation programme at an unfavourable time.

With the shares at 250c, undervalued so far on the results, the yield is 7.4 per cent. Safmarine is capitalised at R80m, but a year ago, forward commitments amounted to R325m for four cellular ships, two small bulk carriers and additional containers, some of which have since been delivered. The dividend cut comes after several years of 20 per cent compound dividend growth.

INITIAL DETAILS of a deal struck in Johannesburg raise the question of whether control of the stores group, Greatmans, has passed from the Herber family to a more broadly-based group consisting of the holding company Federale Chemiese, in the Sanlam Group, and three individuals of whom only one, Mr. Lawrence Tien, is known to the family. Richard Roffe writes from Johannesburg. The other, Mr. Isaac Kaye and Mr. B. D. Miller, recently entered the Sanlam fold through the sale of their pharmaceutical concern, Alumina, to SA Druggists, an old Drayton Group company in which Federale Chemiese is a major shareholder.

It is not yet clear whether there has been a split within the Herber family or whether the deal has been achieved unanimously, but the shares of Griffon Holdings and Gresham Industries were suspended today pending a further announcement later this week.

HK Shanghai Hotels gain

BY RON RICHARDSON

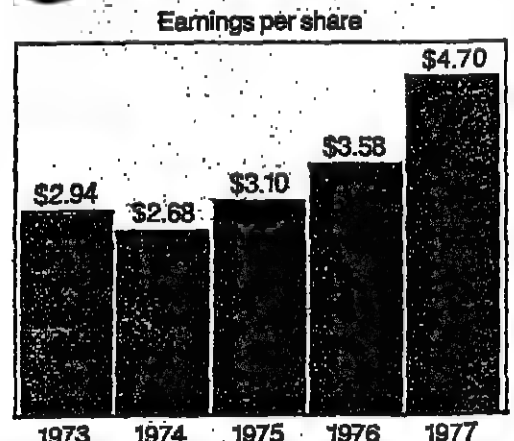
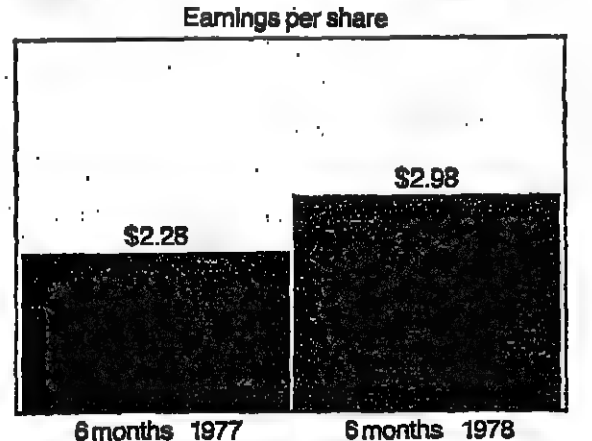
HONG KONG, August 14

Annual dividend this year will be not less than 40 cents. SECURITY Pacific Bank of Los Angeles and the Bank of Canton have ended discussions aimed at Security Pacific acquiring all the shares in the Bank of Canton which it does not already own, writes Ron Richardson from Hong Kong.

It was announced in June that discussions were taking place which might result in Security Pacific offering HK\$ 1 each for the outstanding new ordinary shares, and HK\$ 10 for the issued 12 per cent first preference shares and 6 per cent second preference shares.

Security Pacific owns 63.3 per cent of the issued 12 per cent first preference shares, 7.5 per cent of the 6 per cent second preference shares, and 68 per cent of the new ordinary shares. The respective Boards have been unable to reach agreement on the proposed move.

An interim dividend of 25 cents will be paid, compared with only 13 cents last time. However, directors say that the increase has been made in order to bring the interim and final payments more closely into line. The total dividend in 1977 was 50 cents. It is forecast that in the absence of unforeseen circumstances, the

Security
Pacific
grows...and
continues
growing.

Financial Highlights of Security Pacific Corporation

3 months ended June 30			6 months ended June 30			
	1978	1977	(%) Increase	1978	1977	(%) Increase
Net income	\$33,756,000	\$24,875,000	36	\$63,604,000	\$48,855,000	30
Per share						
Net income	1.58	1.17	36	2.98	2.29	30
Divid. paid	0.45	0.35	29	0.90	0.70	29
At June 30						
	1978	1977	(%) Increase			
Assets	\$20,200,000	\$17,467,000	16			
Deposits	16,200,000	13,973,000	16			
Loans	12,900,000	10,438,000	24			

Security Pacific is the holding company for Security Pacific National Bank, the tenth largest bank in the United States. Our international banking group works in Europe, the Middle East, Africa, the Far East, Latin America and Australia to provide corporate finance and syndicated loans.

We invite you to write for:

- 1977 annual report and 1978 interim reports.
- second quarter 1978 Economic Report
- 1978 Economic and Business Guide to the Middle East
- information on Security Pacific commercial banking services.

Send your requests to: the Branch Manager, Security Pacific Bank, at any of these addresses:

- 2 Arundel Street, London WC2R 3DF.
- Ullmenstrasse 30, 6000 Frankfurt 17.
- Avenue des Arts 19H, 1040 Brussels.



THE REPUBLIC OF CYPRUS

ACTING THROUGH

THE CENTRAL BANK OF CYPRUS

U.S. \$40,000,000

MULTI-CURRENCY CREDIT FACILITY

MANAGED BY

CHASE MANHATTAN LIMITED

AMERICAN EXPRESS MIDDLE EAST
DEVELOPMENT COMPANY S.A.L.

BANK FÜR GEMEINWIRTSCHAFT AKTIENGESellschaft

NATIONAL WESTMINSTER BANK LIMITED

ORION BANK LIMITED

UNION BANK OF SWITZERLAND

FUNDS PROVIDED BY

THE CHASE MANHATTAN BANK, N.A.
BFG LUXEMBURG, S.A.
ORION BANK LIMITED
UNION BANK OF SWITZERLAND
SOCIÉTÉ GÉNÉRALE
INTERNATIONALE
GENOSSENSCHAFTSBANK AG

AMEX BANK LIMITED
INTERNATIONAL WESTMINSTER BANK
LIMITED
BANQUE NATIONALE DE PARIS
HANDELSBANK N.V. (OVERSEAS)
LIMITED NASSAU, BAHAMAS
SOCIÉTÉ GÉNÉRALE DE BANQUE S.A.

AGENT

THE CHASE MANHATTAN BANK, N.A.

FARMING AND RAW MATERIALS

Drought hits Chinese wheat crop

SIAM (China) August 14.

WHEAT OUTPUT in China's central Shensi province, one of its main producing areas, fell by about 30 per cent this year due to severe drought, according to provincial officials.

They said that Shensi and Shansi provinces, divided from each other by the middle reaches of the Yellow River, were the worst-affected drought areas in the country earlier this year.

Persistent drought is also posing a serious threat to this year's harvest in the Chinese provinces of Huai, Szechwan and Hubei, according to provincial radio reports monitored in Hong Kong.

The drought is still developing in some parts and is a serious threat to reaping a bumper harvest over the whole year, the party committee in Huai was quoted as saying.

Radio Hubei, referring to the prevailing drought in the northern province, said that Chinese troops had transferred plenty of manpower and equipment to support efforts to combat drought.

Meanwhile in New Delhi, India has been hit by a severe drought in all parts of the country in June and July, making a record production of foodgrains likely, the Economic Times newspaper reported.

On the basis of a countrywide survey, it said that the Kharif (summer) crop could be as high as 50m tonnes if rain in mid-September and early October was adequate. This would make possible an annual food production of more than 150m tonnes.

India last year produced 125m tonnes, of which the Kharif crop was 77m tonnes.

Reuters

Bid to protect jute growers

By K. K. Sharma

NEW DELHI, August 14. THE INDIAN Government has asked the Jute Commission to ensure that jute growers do not suffer as a result of this year's good crop and the consequent increase in supplies to the market.

Arrivals are estimated to be about 20,000 bales a day.

Jute mills have been asked to raise their stocks of raw jute from four weeks to eight weeks' requirements. The present four-week limit was imposed some months ago, when there was a severe shortage of the fibre.

The State-owned Jute Corporation has been asked to make purchases in markets in West Bengal and Orissa at Rs 10 above the minimum statutory price.

New Brazil frost scare boosts coffee market

BY RICHARD MOONEY

REPORTS THAT a new cold front is threatening Brazil's coffee growing areas sparked a dramatic recovery in futures prices on the London market yesterday.

Nearby values leapt by more than £160 during the morning and the November position ended the day £128 higher at £1,944 a tonne.

The scare, which in Rio de Janeiro reported at the weekend that conditions were favourable for the formation of frost early yesterday.

Overnight temperatures of zero degrees centigrade were recorded in some parts, and though no frost damage has been confirmed, London traders are taking the scare seriously.

The Brazilian Federal Government's weather office said yesterday that it was maintaining its frost warning for last night and possibly for tonight. Weather forecasters said that the cold air mass was still over Argentina, but heading towards southern Brazil, still sufficient pressure to warrant keeping the frost warning in force, they said.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

Reuters

Fall in stocks boosts tin

BY JOHN EDWARDS, COMMODITIES EDITOR

TIN PRICES jumped on the London Metal Exchange yesterday after an unexpectedly large fall in warehouse stocks.

The decline in stocks, cutting total holdings by 176, to 2,405 tonnes, and a firm tone in the Far East market over the weekend, helped push the standard grade cash price up £105 to \$3,775 a tonne at the close after reaching \$3,580 earlier in the day.

The three-month quotation closed \$94.5 up at \$3,877.

Falls in warehouse stocks, and predictions of a cut in interest rates, also boosted the copper and lead markets.

As expected, there was a corresponding rise in the price of tin, which dropped by \$3,575 to a total of \$3,300, the lowest level since November 1976.

The cut was attributed to shipments to recent buyers in the market, including China, Japan, India and the Soviet Union.

Few shipments are going to the U.S. at present, although this is not because of the recommendation by the U.S. International Trade Committee to curb imports. It is thought highly unlikely that President Carter will be able, politically, to agree to restrict free trade from developing countries.

However, the new pricing system adopted by Kennecott at the end of May, switching away from the traditional producer quotation to flexible prices based on Comex, is believed to have achieved its prime objective of making imports less attractive to U.S. consumers.

Yesterday Texasgulf, when announcing a rise in its copper price of 2 cents in the U.S. and 3 cents in Canada, said it would use a new method of pricing, presumably making it more competitive with Kennecott.

Other Canadian producers are expected to follow suit, although they are likely to prefer the more cautious approach adopted by Phelps Dodge to going over completely to free market quotations like Kennecott.

Another leading U.S. producer, Asarco, maintained its recent policy of "following" the market by lifting its price by 1 cent to \$1.05 a lb for cathodes and \$8.825 cents for wirebars.

Asarco also announced an increase in its domestic U.S. lead price of 0.50 cents to 33 cents a lb. Noranda also raised its U.S. lead price by 2 cents to 33 cents a lb.

A rise in the European zinc producer price to \$625 a tonne was announced by several other producers yesterday, including Boliden, ES Australia, Hudson Bay Mining and Outokumpu.

This appears to be the new established level, although it has yet to be followed by several leading European smelters.

The zinc market was subdued yesterday. Warehouse stocks were estimated by I.C. Metals at 75,500 tonnes, in contrast to 75,000 tonnes a bigger fall than anticipated, declining 1,325 to 73,175 tonnes.

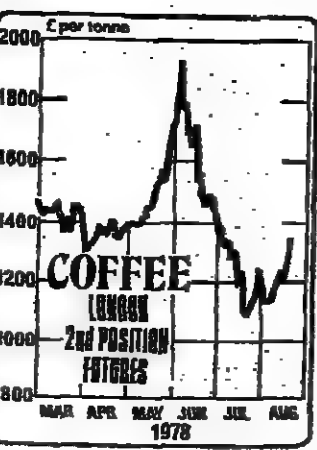
LME silver holdings fell by 290,000 to 17,580 ounces.

LONDON traders reacted quickly to the reports as the futures market opened yesterday morning. The November position reached £1,700 before profit-taking trimmed it back £75. Renewed buying during the afternoon, however, restored most of this retreat.

One London dealer commented that this was the worst Brazilian frost scare since 1975, but the market in general seems to be withholding its judgment for the moment. Sharp though yesterday's upsurge was, it still left the price well short of the near £2,000 level reached during the last scare in early June.

The possibility of a serious frost had been virtually written off by many coffee market operators and speculators after two months of unusually mild weather in the growing regions. The resulting decline in prices has only been slowed by persistent rumours of coordinated producer strategy to support prices.

Yesterday's rise may have eased the producers' problems temporarily, but if this latest scare "blows over" as did earlier ones, prices are likely to subside quite sharply as the "frost scare season" nears its end.



COFFEE LONDON 2ND POSITION FUTURES

MAY APR MAY JUN JUL AUG 1978

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

The state had been forecast to produce 7m-8m 60-kilo bags of coffee in 1978-79, but a severe drought earlier this year has cut expectations sharply. Some growers now predict that the output will total only 4m bags or less.

If current frost fears are fulfilled, the crop will obviously be even smaller still. At this stage in the growing season there would be little chance for trees to sprout new shoots to replace those "burned-off" by frost as sometimes happens following frosts earlier in the season.

The main threat is to Paraná, which, until the 1975 frost scare, was the main coffee producing area. Even without the new frost threat, next year's likely Paraná crop is uncertain.

Further cut in cobalt supplies

By Our Commodities Editor

ZAIRE IS to ration supplies of cobalt oxides, powder and salts to the same level as the allocations for cobalt metals, it was announced yesterday in Brussels by Sonacore, the Zaire metals marketing company.

It is understood that UK customers of the company have been allocated 70 per cent of the supplies they received last year.

This is considered to be generally in line with the system being used internationally for metal supplies based on 90 per cent of average deliveries over the past five years.

Cobalt powder is used mainly in the manufacture of "hard metals" such as drill bits. Oxides are used in ceramics, enamel and pigments, while salts go into a wide variety of products.

Carter pledge to U.S. beef farmers

By David Boehm

WASHINGTON, August 14. PRESIDENT CARTER today told a gathering of Mid-West farmers in Missouri that he would not expand quotas for imported beef any more this year.

He also rejected any idea of putting price controls on meat.

Mr. Carter recently expanded this year's beef import quota of 1.3m pounds by another 200,000 pounds in an effort to curb the sharp rise in beef prices seen in the spring.

In a remark that is bound to please the farming community, though probably not Government economists, the President forecast that beef prices would be strong and relatively stable in the last half of this year.

He stressed that, because of the Food and Agriculture Act, which he signed last year, net farm incomes this year should rise by about 25 per cent.

JAPAN NICKEL STOCKPILE PLAN

TOKYO, August 14.

Three Japanese nickel smelters will shortly set a \$48m loan from the International Bank for Reconstruction and Development to build a nickel stockpile in Japan.

The loan contract is likely to be signed next week, and the three companies involved are Nippon Mining, Pacific Metal and Sumitomo Metal Mining.

The stockpile is expected to contain 10,000 tonnes of nickel, which will be used to meet Japan's growing demand for the metal in the automotive and electronics industries.

The stockpile will be located in a secure area near the coast, and will be managed by the Nippon Mining Company.

The stockpile is expected to be completed by the end of 1980, and will provide a buffer against fluctuations in the international nickel market.

The stockpile will also help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

The stockpile will help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

The stockpile will help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

Further cut in cobalt supplies

By Our Commodities Editor

ZAIRE IS to ration supplies of cobalt oxides, powder and salts to the same level as the allocations for cobalt metals, it was announced yesterday in Brussels by Sonacore, the Zaire metals marketing company.

It is understood that UK customers of the company have been allocated 70 per cent of the supplies they received last year.

This is considered to be generally in line with the system being used internationally for metal supplies based on 90 per cent of average deliveries over the past five years.

Cobalt powder is used mainly in the manufacture of "hard metals" such as drill bits. Oxides are used in ceramics, enamel and pigments, while salts go into a wide variety of products.

Carter pledge to U.S. beef farmers

By David Boehm

WASHINGTON, August 14. PRESIDENT CARTER today told a gathering of Mid-West farmers in Missouri that he would not expand quotas for imported beef any more this year.

He also rejected any idea of putting price controls on meat.

Mr. Carter recently expanded this year's beef import quota of 1.3m pounds by another 200,000 pounds in an effort to curb the sharp rise in beef prices seen in the spring.

In a remark that is bound to please the farming community, though probably not Government economists, the President forecast that beef prices would be strong and relatively stable in the last half of this year.

He stressed that, because of the Food and Agriculture Act, which he signed last year, net farm incomes this year should rise by about 25 per cent.

JAPAN NICKEL STOCKPILE PLAN

TOKYO, August 14.

Three Japanese nickel smelters will shortly set a \$48m loan from the International Bank for Reconstruction and Development to build a nickel stockpile in Japan.

The loan contract is likely to be signed next week, and the three companies involved are Nippon Mining, Pacific Metal and Sumitomo Metal Mining.

The stockpile is expected to contain 10,000 tonnes of nickel, which will be used to meet Japan's growing demand for the metal in the automotive and electronics industries.

The stockpile will be located in a secure area near the coast, and will be managed by the Nippon Mining Company.

The stockpile is expected to be completed by the end of 1980, and will provide a buffer against fluctuations in the international nickel market.

The stockpile will also help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

The stockpile will help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

The stockpile will help to ensure a steady supply of nickel for Japan's growing industrial sector.

The stockpile is expected to be a significant asset for Japan's nickel industry.

The stockpile will help to stabilize the nickel market in Japan.

The stockpile is expected to be a major factor in Japan's nickel supply.

BRAZILIAN PIG FARMING

Swine fever outbreak spreading fast

BY SUE BRANFORD IN SAO PAULO

AFRICAN SWINE FEVER

The large British firm, Pilsbury, has a 25 per cent stake in the venture, which has been reported in 80 places, been called Agropecuária de Melhoramentos de Suínos.

At the end of June the Brazilian Association of Pig Breeders published a strongly worded statement in which it indirectly accused Agropecuária of bringing African swine fever into the country through its pig imports. It claimed that these imports "could endanger Brazil's pig genetic heritage, wiping out all the work in piglets that has been carried out during the past 20 years."

The speed with which the disease has spread is perplexing. Veterinary surgeons believe that the fever has either been around undetected for some time or has entered the country simultaneously at several points.

One almost certain source of infection was airline food left over from the country's airlines, which was carried to Rio de Janeiro pig owners.

The fever is having an unusually low death rate, particularly in southern Brazil, with as little as 10 per cent of infected pigs dying in some cases compared with 90 or 95 per cent in African countries. While maintaining that the disease is undoubtedly African swine fever, some veterinary surgeons believe that the pigs are being attacked by a benign, mutated virus, that may possibly have spread from the Americas to Europe, where an ineffective virus was developed to fight the disease.

It is considered that the health risks were grave, "because the imported pigs came from countries with exotic diseases." This last reference is believed to refer to Britain's problems with viral diseases.

Mr. D. C. Allan, of Agropecuária, described the new project, under which a nucleus herd of largely female genetically selected Landrace and Large White pigs are being imported. The pigs, although British bred, were reared in France so that they could be internationally certified as proceeding from a disease-free country, an essential condition for Brazilian animal imports.

The first shipment of 500 two-month-old pigs arrived by air in Brazil in June. A further five shipments will be made at two-monthly intervals. This nucleus herd, which will be reared in Patos de Minas in the state of Minas Gerais, will supply multiplying units, in which hybrid sows will be produced. As the imported pigs have been bred through four generations, the whole system will become self-sustaining without need for further imports.

One of the criticisms frequently raised against Brazil's meat and poultry breeding sector is its continued dependence on imported, genetically selected chicks. For some time, the Brazilian Government has made it clear that it would not authorise a pig-rearing scheme which created a similar dependence.

It is calculated that, after six years, 12 multiplying units of 500 sows will be set up in various parts of Brazil. These will lead to 90,000 hybrid gilts, which will be sold to commercial pig farmers and should, in their turn, provide about 1.8m slaughter pigs each year.

This scheme, which is being completely financed at subsidised interest rates by the Minas Gerais State Development Bank, should give a considerable boost to Brazil's pig-farming sector, which has run on technical lines. Brazil's 85m pigs are raised by international standards. Litters are small and death rates high. Pigs are slaughtered at 12 to 15 months, compared with five to seven months in Europe, and even then have a lower average weight of 70 to 80 kilos, as compared with 90 to 100 kilos.

Most of the pigs in Brazil are still reared on the traditional way, as a complementary activity on small farms. The pigs, whose genetic quality is such that they tend to produce fat, supplement with lard the population's basic diet of rice and beans, which is lacking in fat.

However, modern pork-eating habits are spreading in Brazil, with the strengthening of a sophisticated middle class which, although small in relative terms, is a significant consumer. The modernisation of the pig sector seems the order of the day and the pigs reared under the new scheme will be the first step in this direction.

Brazil's traditional pure-bred pig breeders will have to compete with commercial pig farmers, who undoubtedly will be hit by the stiff competition that will come from Agropecuária's Pilsbury breeders, who control the Brazilian Association of Pig Breeders, complain that the multinational company, through its power and influence, has been unfairly assisted by the Government authorities, who have never offered them comparable help.

It is not thought likely that modern pig farms will be threatened by African swine fever. If rigorous sanitary controls are carried out—as is possible with totally-confined pigs—transmission of the disease becomes highly improbable.

It is thus ironically true that the present epidemic may indirectly speed up the process of modernisation of the sector, as it forces farmers to improve standards, increasing their investment, or to remain "black death."

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

The chief target has been a new joint venture set up by the Brazilian company Agropecuária.

PRICE CHANGES

Prices per tonne unless otherwise stated.

COPPER—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

ZINC—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

NICKEL—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

LEAD—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

TIN—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

SILVER—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

GOLD—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

PLATINUM—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

RHODIUM—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

IRIDIUM—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

PALLADIUM—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

COBALT—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

NICKEL—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

COPPER—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

ZINC—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c to \$1,760.

NICKEL—Market up 10c in active trading on the London Metal Exchange, despite the continuing doubts of action against the dollar. After opening on the free market at \$1,750 a tonne, it gained around 10c

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

[illegible][illegible][illegible][illegible][illegible]

INSURANCE AND PROPERTY BONDS

[illegible]

Lad.V	Lloyds Life Assurance	Schroder Life Group
0-0025-00023	20, Clifton St. E22A 41X	Enterprise House, Portman
	Bldg. Gals. Jolyon 11-36774	Enterprise July 19 21
-0.1	61A	100% 100% 100% 100%
-0.1	50A	100% 100% 100% 100%
-0.1	50B	100% 100% 100% 100%
-0.1	50C	100% 100% 100% 100%
-0.1	50D	100% 100% 100% 100%
-0.1	50E	100% 100% 100% 100%
-0.1	50F	100% 100% 100% 100%
-0.1	50G	100% 100% 100% 100%
-0.1	50H	100% 100% 100% 100%
-0.1	50I	100% 100% 100% 100%
-0.1	50J	100% 100% 100% 100%
-0.1	50K	100% 100% 100% 100%
-0.1	50L	100% 100% 100% 100%
-0.1	50M	100% 100% 100% 100%
-0.1	50N	100% 100% 100% 100%
-0.1	50O	100% 100% 100% 100%
-0.1	50P	100% 100% 100% 100%
-0.1	50Q	100% 100% 100% 100%
-0.1	50R	100% 100% 100% 100%
-0.1	50S	100% 100% 100% 100%
-0.1	50T	100% 100% 100% 100%
-0.1	50U	100% 100% 100% 100%
-0.1	50V	100% 100% 100% 100%
-0.1	50W	100% 100% 100% 100%
-0.1	50X	100% 100% 100% 100%
-0.1	50Y	100% 100% 100% 100%
-0.1	50Z	100% 100% 100% 100%
-0.1	50A	100% 100% 100% 100%
-0.1	50B	100% 100% 100% 100%
-0.1	50C	100% 100% 100% 100%
-0.1	50D	100% 100% 100% 100%
-0.1	50E	100% 100% 100% 100%
-0.1	50F	100% 100% 100% 100%
-0.1	50G	100% 100% 100% 100%
-0.1	50H	100% 100% 100% 100%
-0.1	50I	100% 100% 100% 100%
-0.1	50J	100% 100% 100% 100%
-0.1	50K	100% 100% 100% 100%
-0.1	50L	100% 100% 100% 100%
-0.1	50M	100% 100% 100% 100%
-0.1	50N	100% 100% 100% 100%
-0.1	50O	100% 100% 100% 100%
-0.1	50P	100% 100% 100% 100%
-0.1	50Q	100% 100% 100% 100%
-0.1	50R	100% 100% 100% 100%
-0.1	50S	100% 100% 100% 100%
-0.1	50T	100% 100% 100% 100%
-0.1	50U	100% 100% 100% 100%
-0.1	50V	100% 100% 100% 100%
-0.1	50W	100% 100% 100% 100%
-0.1	50X	100% 100% 100% 100%
-0.1	50Y	100% 100% 100% 100%
-0.1	50Z	100% 100% 100% 100%
-0.1	50A	100% 100% 100% 100%
-0.1	50B	100% 100% 100% 100%
-0.1	50C	100% 100% 100% 100%
-0.1	50D	100% 100% 100% 100%
-0.1	50E	100% 100% 100% 100%
-0.1	50F	100% 100% 100% 100%
-0.1	50G	100% 100% 100% 100%
-0.1	50H	100% 100% 100% 100%
-0.1	50I	100% 100% 100% 100%
-0.1	50J	100% 100% 100% 100%
-0.1	50K	100% 100% 100% 100%
-0.1	50L	100% 100% 100% 100%
-0.1	50M	100% 100% 100% 100%
-0.1	50N	100% 100% 100% 100%
-0.1	50O	100% 100% 100% 100%
-0.1	50P	100% 100% 100% 100%
-0.1	50Q	100% 100% 100% 100%
-0.1	50R	100% 100% 100% 100%
-0.1	50S	100% 100% 100% 100%
-0.1	50T	100% 100% 100% 100%
-0.1	50U	100% 100% 100% 100%
-0.1	50V	100% 100% 100% 100%
-0.1	50W	100% 100% 100% 100%
-0.1	50X	100% 100% 100% 100%
-0.1	50Y	100% 100% 100% 100%
-0.1	50Z	100% 100% 100% 100%
-0.1	50A	100% 100% 100% 100%
-0.1	50B	100% 100% 100% 100%
-0.1	50C	100% 100% 100% 100%
-0.1	50D	100% 100% 100% 100%
-0.1	50E	100% 100% 100% 100%
-0.1	50F	100% 100% 100% 100%
-0.1	50G	100% 100% 100% 100%
-0.1	50H	100% 100% 100% 100%
-0.1	50I	100% 100% 1

[illegible]

1979	189	10 41
1978	193	—
1977	172	-9
1976	119	-8
1975	182	21.14

Security Management (C.I.)

Plans (1) Guernsey	481	2631
1979	61.4	2.64
1978	144	—
1977	1.44	1.22
1976	1.28	—
1975	1.28	4.10
1974	1.28	0.69

Next dealing August 15

7. Next dealing August 15

CI) Fed. Mgt. Ltd.

17 M. Hse. Jersey	0534 2744
1979	1.32
1978	1.61
1977	1.61
1976	1.61
1975	1.61
1974	1.61

8. Next dealing Aug. 15.

er International

eller Jersey 0534 20561

1979	7.29
1978	7.29
1977	7.29
1976	7.29
1975	7.29
1974	7.29

Next dealing

1979	246 9	1.3
1978	163 48	0.7
1977	22	0.75
1976	308 0	0.29
1975	21	11.45
1974	21	11.45

7. August 8 - August 10

8. Weekly Dealings.

International Mgt. Ltd.

Reilly Jersey	0534 7358
1979	2.99
1978	2.99
1977	2.99
1976	2.99
1975	2.99
1974	2.99

11. Day August 14

2.86

Group

Ernst & Young

[illegible][illegible]

100.00	002 (94.14)	Fidelity Mgmt. Research (Jersey) Ltd.	International Equity
100.00		Watson Hs. Don S. R. Heller, Jersey	Equity
100.00		Series A (A) Ltd.	Equity
100.00		Series B (B) Ltd.	Equity
100.00		Series C (C) Ltd.	Equity
100.00		Series D (D) Ltd.	Equity
100.00		Series E (E) Ltd.	Equity
100.00		Series F (F) Ltd.	Equity
100.00		Series G (G) Ltd.	Equity
100.00		Series H (H) Ltd.	Equity
100.00		Series I (I) Ltd.	Equity
100.00		Series J (J) Ltd.	Equity
100.00		Series K (K) Ltd.	Equity
100.00		Series L (L) Ltd.	Equity
100.00		Series M (M) Ltd.	Equity
100.00		Series N (N) Ltd.	Equity
100.00		Series O (O) Ltd.	Equity
100.00		Series P (P) Ltd.	Equity
100.00		Series Q (Q) Ltd.	Equity
100.00		Series R (R) Ltd.	Equity
100.00		Series S (S) Ltd.	Equity
100.00		Series T (T) Ltd.	Equity
100.00		Series U (U) Ltd.	Equity
100.00		Series V (V) Ltd.	Equity
100.00		Series W (W) Ltd.	Equity
100.00		Series X (X) Ltd.	Equity
100.00		Series Y (Y) Ltd.	Equity
100.00		Series Z (Z) Ltd.	Equity
100.00		Series AA (AA) Ltd.	Equity
100.00		Series AB (AB) Ltd.	Equity
100.00		Series AC (AC) Ltd.	Equity
100.00		Series AD (AD) Ltd.	Equity
100.00		Series AE (AE) Ltd.	Equity
100.00		Series AF (AF) Ltd.	Equity
100.00		Series AG (AG) Ltd.	Equity
100.00		Series AH (AH) Ltd.	Equity
100.00		Series AI (AI) Ltd.	Equity
100.00		Series AJ (AJ) Ltd.	Equity
100.00		Series AK (AK) Ltd.	Equity
100.00		Series AL (AL) Ltd.	Equity
100.00		Series AM (AM) Ltd.	Equity
100.00		Series AN (AN) Ltd.	Equity
100.00		Series AO (AO) Ltd.	Equity
100.00		Series AP (AP) Ltd.	Equity
100.00		Series AQ (AQ) Ltd.	Equity
100.00		Series AR (AR) Ltd.	Equity
100.00		Series AS (AS) Ltd.	Equity
100.00		Series AT (AT) Ltd.	Equity
100.00		Series AU (AU) Ltd.	Equity
100.00		Series AV (AV) Ltd.	Equity
100.00		Series AW (AW) Ltd.	Equity
100.00		Series AX (AX) Ltd.	Equity
100.00		Series AY (AY) Ltd.	Equity
100.00		Series AZ (AZ) Ltd.	Equity
100.00		Series BA (BA) Ltd.	Equity
100.00		Series BB (BB) Ltd.	Equity
100.00		Series BC (BC) Ltd.	Equity
100.00		Series BD (BD) Ltd.	Equity
100.00		Series BE (BE) Ltd.	Equity
100.00		Series BF (BF) Ltd.	Equity
100.00		Series BG (BG) Ltd.	Equity
100.00		Series BH (BH) Ltd.	Equity
100.00		Series BI (BI) Ltd.	Equity
100.00		Series BJ (BJ) Ltd.	Equity
100.00		Series BK (BK) Ltd.	Equity
100.00		Series BL (BL) Ltd.	Equity
100.00		Series BM (BM) Ltd.	Equity
100.00		Series BN (BN) Ltd.	Equity
100.00		Series BO (BO) Ltd.	Equity
100.00		Series BP (BP) Ltd.	Equity
100.00		Series BQ (BQ) Ltd.	Equity
100.00		Series BR (BR) Ltd.	Equity
100.00		Series BS (BS) Ltd.	Equity
100.00		Series BT (BT) Ltd.	Equity
100.00		Series BU (BU) Ltd.	Equity
100.00		Series BV (BV) Ltd.	Equity
100.00		Series BW (BW) Ltd.	Equity
100.00		Series BX (BX) Ltd.	Equity
100.00		Series BY (BY) Ltd.	Equity
100.00		Series BZ (BZ) Ltd.	Equity
100.00		Series CA (CA) Ltd.	Equity
100.00		Series CB (CB) Ltd.	Equity
100.00		Series CC (CC) Ltd.	Equity
100.00		Series CD (CD) Ltd.	Equity
100.00		Series CE (CE) Ltd.	Equity
100.00		Series CF (CF) Ltd.	Equity
100.00		Series CG (CG) Ltd.	Equity
100.00		Series CH (CH) Ltd.	Equity
100.00		Series CI (CI) Ltd.	Equity
100.00		Series CJ (CJ) Ltd.	Equity
100.00		Series CK (CK) Ltd.	Equity
100.00		Series CL (CL) Ltd.	Equity
100.00		Series CM (CM) Ltd.	Equity
100.00		Series CN (CN) Ltd.	Equity
100.00		Series CO (CO) Ltd.	Equity
100.00		Series CP (CP) Ltd.	Equity
100.00		Series CQ (CQ) Ltd.	Equity
100.00		Series CR (CR) Ltd.	Equity
100.00		Series CS (CS) Ltd.	Equity
100.00		Series CT (CT) Ltd.	Equity
100.00		Series CU (CU) Ltd.	Equity
100.00		Series CV (CV) Ltd.	Equity
100.00		Series CW (CW) Ltd.	Equity
100.00		Series CX (CX) Ltd.	Equity
100.00		Series CY (CY) Ltd.	Equity
100.00		Series CZ (CZ) Ltd.	Equity
100.00		Series DA (DA) Ltd.	Equity
100.00		Series DB (DB) Ltd.	Equity
100.00		Series DC (DC) Ltd.	Equity
100.00		Series DD (DD) Ltd.	Equity
100.00		Series DE (DE) Ltd.	Equity
100.00		Series DF (DF) Ltd.	Equity
100.00		Series DG (DG) Ltd.	Equity
100.00		Series DH (DH) Ltd.	Equity
100.00		Series DI (DI) Ltd.	Equity
100.00		Series DJ (DJ) Ltd.	Equity
100.00		Series DK (DK) Ltd.	Equity
100.00		Series DL (DL) Ltd.	Equity
100.00		Series DM (DM) Ltd.	Equity
100.00		Series DN (DN) Ltd.	Equity
100.00		Series DO (DO) Ltd.	Equity
100.00		Series DP (DP) Ltd.	Equity
100.00		Series DQ (DQ) Ltd.	Equity
100.00		Series DR (DR) Ltd.	Equity
100.00		Series DS (DS) Ltd.	Equity
100.00		Series DT (DT) Ltd.	Equity
100.00		Series DU (DU) Ltd.	Equity
100.00		Series DV (DV) Ltd.	Equity
100.00		Series DW (DW) Ltd.	Equity
100.00		Series DX (DX) Ltd.	Equity
100.00		Series DY (DY) Ltd.	Equity
100.00		Series DZ (DZ) Ltd.	Equity
100.00		Series EA (EA) Ltd.	Equity
100.00		Series EB (EB) Ltd.	Equity
100.00		Series EC (EC) Ltd.	Equity
100.00		Series ED (ED) Ltd.	Equity
100.00		Series EE (EE) Ltd.	Equity
100.00		Series EF (EF) Ltd.	Equity
100.00		Series EG (EG) Ltd.	Equity
100.00		Series EH (EH) Ltd.	Equity
100.00		Series EI (EI) Ltd.	Equity
100.00		Series EJ (EJ) Ltd.	Equity
100.00		Series EK (EK) Ltd.	Equity
100.00		Series EL (EL) Ltd.	Equity
100.00		Series EM (EM) Ltd.	Equity
100.00		Series EN (EN) Ltd.	Equity
100.00		Series EO (EO) Ltd.	Equity
100.00		Series EP (EP) Ltd.	Equity
100.00		Series EQ (EQ) Ltd.	Equity
100.00		Series ER (ER) Ltd.	Equity
100.00		Series ES (ES) Ltd.	Equity
100.00		Series ET (ET) Ltd.	Equity
100.00		Series EU (EU) Ltd.	Equity
100.00		Series EV (EV) Ltd.	Equity
100.00		Series EW (EW) Ltd.	Equity
100.00		Series EX (EX) Ltd.	Equity
100.00		Series EY (EY) Ltd.	Equity
100.00		Series EZ (EZ) Ltd.	Equity
100.00		Series FA (FA) Ltd.	Equity
100.00		Series FB (FB) Ltd.	Equity
100.00		Series FC (FC) Ltd.	Equity
100.00		Series FD (FD) Ltd.	Equity
100.00		Series FE (FE) Ltd.	Equity
100.00		Series FF (FF) Ltd.	Equity
100.00		Series FG (FG) Ltd.	Equity
100.00		Series FH (FH) Ltd.	Equity
100.00		Series FI (FI) Ltd.	Equity
100.00		Series FJ (FJ) Ltd.	Equity
100.00		Series FK (FK) Ltd.	Equity
100.00		Series FL (FL) Ltd.	Equity
100.00		Series FM (FM) Ltd.	Equity
100.00		Series FN (FN) Ltd.	Equity
100.00		Series FO (FO) Ltd.	Equity
100.00		Series FP (FP) Ltd.	Equity
100.00		Series FQ (FQ) Ltd.	Equity
100.00		Series FR (FR) Ltd.	Equity
100.00		Series FS (FS) Ltd.	Equity
100.00		Series FT (FT) Ltd.	Equity
100.00		Series FU (FU) Ltd.	Equity
100.00		Series FV (FV) Ltd.	Equity
100.00		Series FW (FW) Ltd.	Equity
100.00		Series FX (FX) Ltd.	Equity
100.00		Series FY (FY) Ltd.	Equity
100.00		Series FZ (FZ) Ltd.	Equity
100.00		Series GA (GA) Ltd.	Equity
100.00		Series GB (GB) Ltd.	Equity
100.00		Series GC (GC) Ltd.	Equity
100.00		Series GD (GD) Ltd.	Equity
100.00		Series GE (GE) Ltd.	Equity
100.00		Series GF (GF) Ltd.	Equity
100.00		Series GG (GG) Ltd.	Equity
100.00		Series GH (GH) Ltd.	Equity
100.00		Series GI (GI) Ltd.	Equity
100.00		Series GJ (GJ) Ltd.	Equity
100.00		Series GK (GK) Ltd.	Equity
100.00		Series GL (GL) Ltd.	Equity
100.00		Series GM (GM) Ltd.	Equity
100.00		Series GN (GN) Ltd.	Equity
100.00		Series GO (GO) Ltd.	Equity
100.00		Series GP (GP) Ltd.	Equity
100.00		Series GQ (GQ) Ltd.	Equity
100.00		Series GR (GR) Ltd.	Equity
100.00		Series GS (GS) Ltd.	Equity
100.00		Series GT (GT) Ltd.	Equity
100.00		Series GU (GU) Ltd.	Equity
100.00		Series GV (GV) Ltd.	Equity
100.00		Series GW (GW) Ltd.	Equity
100.00		Series GX (GX) Ltd.	Equity
100.00		Series GY (GY) Ltd.	Equity
100.00		Series GZ (GZ) Ltd.	Equity
100.00		Series HA (HA) Ltd.	Equity
100.00		Series HB (HB) Ltd.	Equity
100.00		Series HC (HC) Ltd.	Equity
100.00		Series HD (HD) Ltd.	Equity
100.00		Series HE (HE) Ltd.	Equity
100.00		Series HF (HF) Ltd.	Equity
100.00		Series HG (HG) Ltd.	Equity
100.00		Series HH (HH) Ltd.	Equity
100.00		Series HI (HI) Ltd.	Equity
100.00		Series HJ (HJ) Ltd.	Equity
100.00		Series HK (HK) Ltd.	Equity
100.00		Series HL (HL) Ltd.	Equity
100.00		Series HM (HM) Ltd.	Equity
100.00		Series HN (HN) Ltd.	Equity
100.00		Series HO (HO) Ltd.	Equity
100.00		Series HP (HP) Ltd.	Equity
100.00		Series HQ (HQ) Ltd.	Equity
100.00		Series HR (HR) Ltd.	Equity
100.00		Series HS (HS) Ltd.	Equity
100.00		Series HT (HT) Ltd.	Equity
100.00		Series HU (HU) Ltd.	Equity
100.00		Series HV (HV) Ltd.	Equity
100.00		Series HW (HW) Ltd.	Equity
100.00		Series HX (HX) Ltd.	Equity
100.00		Series HY (HY) Ltd.	Equity
100.00		Series HZ (HZ) Ltd.	Equity
100.00		Series IA (IA) Ltd.	Equity
100.00		Series IB (IB) Ltd.	Equity
100.00		Series IC (IC) Ltd.	Equity
100.00		Series ID (ID) Ltd.	Equity
100.00		Series IE (IE) Ltd.	Equity
100.00		Series IF (IF) Ltd.	Equity
100.00		Series IG (IG) Ltd.	Equity
100.00		Series IH (IH) Ltd.	Equity
100.00		Series II (II) Ltd.	Equity
100.00		Series IJ (IJ) Ltd.	Equity
100.00		Series IK (IK) Ltd.	Equity
100.00		Series IL (IL) Ltd.	Equity
100.00		Series IM (IM) Ltd.	Equity
100.00		Series IN (IN) Ltd.	Equity
100.00		Series IO (IO) Ltd.	Equity
100.00		Series IP (IP) Ltd.	Equity
100.00		Series IQ (IQ) Ltd.	Equity
100.00		Series IR (IR) Ltd.	Equity
100.00		Series IS (IS) Ltd.	Equity
100.00		Series IT (IT) Ltd.	Equity
100.00		Series IU (IU) Ltd.	Equity
100.00		Series IV (IV) Ltd.	Equity
100.00		Series IW (IW) Ltd.	Equity
100.00		Series IX (IX) Ltd.	Equity
100.00		Series IY (IY) Ltd.	Equity
100.00		Series IZ (IZ) Ltd.	Equity
100.00		Series JA (JA) Ltd.	Equity
100.00		Series JB (JB) Ltd.	Equity
100.00		Series JC (JC) Ltd.	Equity
100.00		Series JD (JD) Ltd.	Equity
100.00		Series JE (JE) Ltd.	Equity
100.00		Series JF (JF) Ltd.	Equity
100.00		Series JG (JG) Ltd.	Equity
100.00		Series JH (JH) Ltd.	Equity
100.00		Series JI (JI) Ltd.	Equity
100.00		Series JJ (JJ) Ltd.	Equity
100.00		Series JK (JK) Ltd.	Equity
100.00		Series JL (JL) Ltd.	Equity
100.00		Series JM (JM) Ltd.	Equity
100.00		Series JN (JN) Ltd.	Equity
100.00		Series JO (JO) Ltd.	Equity
100.00		Series JP (JP) Ltd.	Equity
100.00		Series JQ (JQ) Ltd.	Equity
100.00		Series JR (JR) Ltd.	Equity
100.00		Series JS (JS) Ltd.	Equity
100.00		Series JT (JT) Ltd.	Equity
100.00		Series JU (JU) Ltd.	Equity
100.00		Series JV (JV) Ltd.	Equity
100.00		Series JW (JW) Ltd.	Equity
100.00		Series JX (JX) Ltd.	Equity
100.00		Series JY (JY) Ltd.	Equity
100.00		Series JZ (JZ) Ltd.	Equity
100.00		Series KA (KA) Ltd.	Equity
100.00		Series KB (KB) Ltd.	Equity
100.00		Series KC (KC) Ltd.	Equity
100.00		Series KD (KD) Ltd.	Equity
100.00		Series KE (KE) Ltd.	Equity
100.00		Series KF (KF) Ltd.	Equity
100.00		Series KG (KG) Ltd.	Equity
100.00		Series KH (KH) Ltd.	Equity
100.00		Series KI (KI) Ltd.	Equity
100.00		Series KJ (KJ) Ltd.	Equity
100.00		Series KK (KK) Ltd.	Equity
100.00		Series KL (KL) Ltd.	Equity
100.00		Series KM (KM) Ltd.	Equity
100.00		Series KN (KN) Ltd.	Equity
100.00		Series KO (KO) Ltd.	Equity
100.00		Series KP (KP) Ltd.	Equity
100.00		Series KQ (KQ) Ltd.	Equity
100.00		Series KR (KR) Ltd.	Equity
100.00		Series KS (KS) Ltd.	Equity
100.00		Series KT (KT) Ltd.	Equity
100.00		Series KU (KU) Ltd.	Equity
100.00		Series KV (KV) Ltd.	Equity
100.00		Series KW (KW) Ltd.	Equity
100.00		Series KX (KX) Ltd.	Equity
100.00		Series KY (KY) Ltd.	Equity
100.00		Series KZ (KZ) Ltd.	Equity
100.00		Series LA (LA) Ltd.	Equity
100.00		Series LB (LB) Ltd.	Equity
100.00		Series LC (LC) Ltd.	Equity
100.00		Series LD (LD) Ltd.	Equity
100.00		Series LE (LE) Ltd.	Equity
100.00		Series LF (LF) Ltd.	Equity
100.00		Series LG (LG) Ltd.	Equity
100.00		Series LH (LH) Ltd.	Equity
100.00		Series LI (LI) Ltd.	Equity
100.00		Series LJ (LJ) Ltd.	Equity
100.00		Series LK (LK) Ltd.	Equity
100.00		Series LL (LL) Ltd.	Equity
100.00		Series LM (LM) Ltd.	Equity
100.00		Series LN (LN) Ltd.	Equity
100.00		Series LO (LO) Ltd.	Equity
100.00		Series LP (LP) Ltd.	Equity
100.00		Series LQ (LQ) Ltd.	Equity
100.00		Series LR (LR) Ltd.	Equity
10			

128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520	521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541	542	543	544	545	546	547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562	563	564	565	566	567	568	569	570	571	572	573	574	575	576	577	578	579	580	581	582	583	584	585	586	587	588	589	590	591	592	593	594	595	596	597	598	599	600	601	602	603	604	605	606	607	608	609	610	611	612	613	614	615	616	617	618	619	620	621	622	623	624	625	626	627	628	629	630	631	632	633	634	635	636	637	638	639	640	641	642	643	644	645	646	647	648	649	650	651	652	653	654	655	656	657	658	659	660	661	662	663	664	665	666	667	668	669	670	671	672	673	674	675	676	677	678	679	680	681	682	683	684	685	686	687	688	689	690	691	692	693	694	695	696	697	698	699	700	701	702	703	704	705	706	707	708	709	710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729	730	731	732	733	734	735	736	737	738	739	740	741	742	743	744	745	746	747	748	749	750	751	752	753	754	755	756	757	758	759	760	761	762	763	764	765	766	767	768	769	770	771	772	773	774	775	776	777	778	779	780	781	782	783	784	785	786	787	788	789	790	791	792	793	794	795	796	797	798	799	800	801	802	803	804	805	806	807	808	809	810	811	812	813	814	815	816	817	818	819	820	821	822	823	824	825	826	827	828	829	830	831	832	833	834	835	836	837	838	839	840	841	842	843	844	845	846	847	848	849	850	851	852	853	854	855	856	857	858	859	860	861	862	863	864	865	866	867	868	869	870	871	872	873	874	875	876	877	878	879	880	881	882	883	884	885	886	887	888	889	890	891	892	893	894	895	896	897	898	899	900	901	902	903	904	905	906	907	908	909	910	911	912	913	914	915	916	917	918	919	920	921	922	923	924	925	926	927	928	929	930	931	932	933	934	935	936	937	938	939	940	941	942	943	944	945	946	947	948	949	950	951	952	953	954	955	956	957	958	959	960	961	962	963	964	965	966	967	968	969	970	971	972	973	974	975	976	977	978	979	980	981	982	983	984	985	986	987	988	989	990	991	992	993	994	995	996	997	998	999	1000
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

[illegible][illegible][illegible]

1831	2.30	6.00
1832	2.30	6.00
1833	2.30	6.00
1834	2.30	6.00
1835	2.30	6.00
1836	2.30	6.00
1837	2.30	6.00
1838	2.30	6.00
1839	2.30	6.00
1840	2.30	6.00
1841	2.30	6.00
1842	2.30	6.00
1843	2.30	6.00
1844	2.30	6.00
1845	2.30	6.00
1846	2.30	6.00
1847	2.30	6.00
1848	2.30	6.00
1849	2.30	6.00
1850	2.30	6.00
1851	2.30	6.00
1852	2.30	6.00
1853	2.30	6.00
1854	2.30	6.00
1855	2.30	6.00
1856	2.30	6.00
1857	2.30	6.00
1858	2.30	6.00
1859	2.30	6.00
1860	2.30	6.00
1861	2.30	6.00
1862	2.30	6.00
1863	2.30	6.00
1864	2.30	6.00
1865	2.30	6.00
1866	2.30	6.00
1867	2.30	6.00
1868	2.30	6.00
1869	2.30	6.00
1870	2.30	6.00
1871	2.30	6.00
1872	2.30	6.00
1873	2.30	6.00
1874	2.30	6.00
1875	2.30	6.00
1876	2.30	6.00
1877	2.30	6.00
1878	2.30	6.00
1879	2.30	6.00
1880	2.30	6.00
1881	2.30	6.00
1882	2.30	6.00
1883	2.30	6.00
1884	2.30	6.00
1885	2.30	6.00
1886	2.30	6.00
1887	2.30	6.00
1888	2.30	6.00
1889	2.30	6.00
1890	2.30	6.00
1891	2.30	6.00
1892	2.30	6.00
1893	2.30	6.00
1894	2.30	6.00
1895	2.30	6.00
1896	2.30	6.00
1897	2.30	6.00
1898	2.30	6.00
1899	2.30	6.00
1900	2.30	6.00

CLIVE INVESTMENTS LIMITED
1 Royal Exchange Ave., London EC3V 3LU. Tel: 01-268 1101.
Index Guide as at 1st August, 1978 (Base 100 at 14.1.77)
Clive Fixed Interest Capital 131.00
Clive Fixed Interest Income 117.33

CORAL INDEX: Close 513¹₂-518¹₂

INSURANCE BASE RATES

†Property Growth 104%
†Vanbrugh Guaranteed 8.87%
†Address shown under Insurance and Property Bond Table.

NOTES

Prices do not include 5 premium, except where indicated by #, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered price includes all expenses. b To-day's price. c Yield based on offer price. d Estimated. e To-day's price. f Insurance. g Distribution free of U.K. taxes. h Periodic premium insurance plans. i Single premium. j Insurance. k Offered price includes all expenses except agent's commission. l Offered price includes all expenses if bought through managers. m Previous day's price. n Net of tax on realized capital gains (indicated by #). o Quarterly. p Suspended. q Yield before Jersey tax. r Ex-substitution.

J. P. K. 150

INDUSTRIALS—Continued

Stock	Price	% Chg	Div	Yield	Div	Yield
Admiral	120	+1.5	1.50	1.25	1.50	1.25
Anglo	110	+1.0	1.20	1.10	1.20	1.10
Armstrong	100	+0.5	1.00	1.00	1.00	1.00
Barclays	130	+1.0	1.30	1.20	1.30	1.20
Bell	140	+1.5	1.40	1.30	1.40	1.30
Bombardier	150	+2.0	1.50	1.40	1.50	1.40
British	160	+2.5	1.60	1.50	1.60	1.50
British	170	+3.0	1.70	1.60	1.70	1.60
British	180	+3.5	1.80	1.70	1.80	1.70
British	190	+4.0	1.90	1.80	1.90	1.80
British	200	+4.5	2.00	1.90	2.00	1.90
British	210	+5.0	2.10	2.00	2.10	2.00
British	220	+5.5	2.20	2.10	2.20	2.10
British	230	+6.0	2.30	2.20	2.30	2.20
British	240	+6.5	2.40	2.30	2.40	2.30
British	250	+7.0	2.50	2.40	2.50	2.40
British	260	+7.5	2.60	2.50	2.60	2.50
British	270	+8.0	2.70	2.60	2.70	2.60
British	280	+8.5	2.80	2.70	2.80	2.70
British	290	+9.0	2.90	2.80	2.90	2.80
British	300	+9.5	3.00	2.90	3.00	2.90
British	310	+10.0	3.10	3.00	3.10	3.00
British	320	+10.5	3.20	3.10	3.20	3.10
British	330	+11.0	3.30	3.20	3.30	3.20
British	340	+11.5	3.40	3.30	3.40	3.30
British	350	+12.0	3.50	3.40	3.50	3.40
British	360	+12.5	3.60	3.50	3.60	3.50
British	370	+13.0	3.70	3.60	3.70	3.60
British	380	+13.5	3.80	3.70	3.80	3.70
British	390	+14.0	3.90	3.80	3.90	3.80
British	400	+14.5	4.00	3.90	4.00	3.90
British	410	+15.0	4.10	4.00	4.10	4.00
British	420	+15.5	4.20	4.10	4.20	4.10
British	430	+16.0	4.30	4.20	4.30	4.20
British	440	+16.5	4.40	4.30	4.40	4.30
British	450	+17.0	4.50	4.40	4.50	4.40
British	460	+17.5	4.60	4.50	4.60	4.50
British	470	+18.0	4.70	4.60	4.70	4.60
British	480	+18.5	4.80	4.70	4.80	4.70
British	490	+19.0	4.90	4.80	4.90	4.80
British	500	+19.5	5.00	4.90	5.00	4.90
British	510	+20.0	5.10	5.00	5.10	5.00
British	520	+20.5	5.20	5.10	5.20	5.10
British	530	+21.0	5.30	5.20	5.30	5.20
British	540	+21.5	5.40	5.30	5.40	5.30
British	550	+22.0	5.50	5.40	5.50	5.40
British	560	+22.5	5.60	5.50	5.60	5.50
British	570	+23.0	5.70	5.60	5.70	5.60
British	580	+23.5	5.80	5.70	5.80	5.70
British	590	+24.0	5.90	5.80	5.90	5.80
British	600	+24.5	6.00	5.90	6.00	5.90
British	610	+25.0	6.10	6.00	6.10	6.00
British	620	+25.5	6.20	6.10	6.20	6.10
British	630	+26.0	6.30	6.20	6.30	6.20
British	640	+26.5	6.40	6.30	6.40	6.30
British	650	+27.0	6.50	6.40	6.50	6.40
British	660	+27.5	6.60	6.50	6.60	6.50
British	670	+28.0	6.70	6.60	6.70	6.60
British	680	+28.5	6.80	6.70	6.80	6.70
British	690	+29.0	6.90	6.80	6.90	6.80
British	700	+29.5	7.00	6.90	7.00	6.90
British	710	+30.0	7.10	7.00	7.10	7.00
British	720	+30.5	7.20	7.10	7.20	7.10
British	730	+31.0	7.30	7.20	7.30	7.20
British	740	+31.5	7.40	7.30	7.40	7.30
British	750	+32.0	7.50	7.40	7.50	7.40
British	760	+32.5	7.60	7.50	7.60	7.50
British	770	+33.0	7.70	7.60	7.70	7.60
British	780	+33.5	7.80	7.70	7.80	7.70
British	790	+34.0	7.90	7.80	7.90	7.80
British	800	+34.5	8.00	7.90	8.00	7.90
British	810	+35.0	8.10	8.00	8.10	8.00
British	820	+35.5	8.20	8.10	8.20	8.10
British	830	+36.0	8.30	8.20	8.30	8.20
British	840	+36.5	8.40	8.30	8.40	8.30
British	850	+37.0	8.50	8.40	8.50	8.40
British	860	+37.5	8.60	8.50	8.60	8.50
British	870	+38.0	8.70	8.60	8.70	8.60
British	880	+38.5	8.80	8.70	8.80	8.70
British	890	+39.0	8.90	8.80	8.90	8.80
British	900	+39.5	9.00	8.90	9.00	8.90
British	910	+40.0	9.10	9.00	9.10	9.00
British	920	+40.5	9.20	9.10	9.20	9.10
British	930	+41.0	9.30	9.20	9.30	9.20
British	940	+41.5	9.40	9.30	9.40	9.30
British	950	+42.0	9.50	9.40	9.50	9.40
British	960	+42.5	9.60	9.50	9.60	9.50
British	970	+43.0	9.70	9.60	9.70	9.60
British	980	+43.5	9.80	9.70	9.80	9.70
British	990	+44.0	9.90	9.80	9.90	9.80
British	1000	+44.5	10.00	9.90	10.00	9.90

INSURANCE

Stock	Price	% Chg	Div	Yield	Div	Yield
Admiral	120	+1.5	1.50	1.25	1.50	1.25
Anglo	110	+1.0	1.20	1.10	1.20	1.10
Armstrong	100	+0.5	1.00	1.00	1.00	1.00
Barclays	130	+1.0	1.30	1.20	1.30	1.20
Bell	140	+1.5	1.40	1.30	1.40	1.30
Bombardier	150	+2.0	1.50	1.40	1.50	1.40
British	160	+2.5	1.60	1.50	1.60	1.50
British	170	+3.0	1.70	1.60	1.70	1.60
British	180	+3.5	1.80	1.70	1.80	1.70
British	190	+4.0	1.90	1.80	1.90	1.80
British	200	+4.5	2.00	1.90	2.00	1.90
British	210	+5.0	2.10	2.00	2.10	2.00
British	220	+5.5	2.20	2.10	2.20	2.10
British	230	+6.0	2.30	2.20	2.30	2.20
British	240	+6.5	2.40	2.30	2.40	2.30
British	250	+7.0	2.50	2.40	2.50	2.40
British	260	+7.5	2.60	2.50	2.60	2.50
British	270	+8.0	2.70	2.60	2.70	2.60
British	280	+8.5	2.80	2.70	2.80	2.70
British	290	+9.0	2.90	2.80	2.90	2.80
British	300	+9.5	3.00	2.90	3.00	2.90
British	310	+10.0	3.10	3.00	3.10	3.00
British	320	+10.5	3.20	3.10	3.20	3.10
British	330	+11.0	3.30	3.20	3.30	3.20
British	340	+11.5	3.40	3.30	3.40	3.30
British	350	+12.0	3.50	3.40	3.50	3.40
British	360	+12.5	3.60	3.50	3.60	3.50
British	370	+13.0	3.70	3.60	3.70	3.60
British	380	+13.5	3.80	3.70	3.80	3.70
British	390	+14.0	3.90	3.80	3.90	3.80
British	400	+14.5	4.00	3.90	4.00	3.90
British	410	+15.0	4.10	4.00	4.10	4.00
British	420	+15.5	4.20	4.10	4.20	4.10
British	430	+16.0	4.30	4.20	4.30	4.20
British	440	+16.5	4.40	4.30	4.40	4.30
British	450	+17.0	4.50	4.40	4.50	4.40
British	460	+17.5	4.60	4.50	4.60	4.50
British	470	+18.0	4.70	4.60	4.70	4.60
British	480	+18.5	4.80	4.70	4.80	4.70
British	490	+19.0	4.90	4.80	4.90	4.80
British	500	+19.5	5.00	4.90	5.00	4.90
British	510	+20.0	5.10	5.00	5.10	5.00
British	520	+20.5	5.20	5.10	5.20	5.10
British	530	+21.0	5.30	5.20	5.30	5.20
British	540	+21.5	5.40	5.30	5.40	5.30
British	550	+22.0	5.50	5.40	5.50	5.40
British	560	+22.5	5.60	5.50	5.60	5.50
British	570	+23.0	5.70	5.60	5.70	5.60
British	580	+23.5	5.80	5.70	5.80	5.70
British	590	+24.0	5.90	5.80	5.90	5.80
British	600	+24.5	6.00	5.90	6.00	5.90
British	610	+25.0	6.10	6.00	6.10	6.00
British	620	+25.5	6.20	6.10	6.20	6.10
British	630	+26.0	6.30	6.20	6.30	6.20
British	640	+26.5	6.40	6.30	6.40	6.30
British	650	+27.0	6.50	6.40	6.50	6.40
British	660	+27.5	6.60	6.50	6.60	6.50
British	670	+28.0	6.70	6.60	6.70	6.60
British	680	+28.5	6.80	6.70	6.80	6.70
British	690	+29.0	6.90	6.80	6.90	6.80
British	700	+29.5	7.00	6.90	7.00	6.90
British	710	+30.0	7.10	7.00	7.10	7.00
British	720	+30.5	7.20	7.10	7.20	7.10
British	730	+31.0	7.30	7.20	7.30	7.20
British	740	+31.5	7.40	7.30	7.40	7.30
British	750	+32.0	7.50	7.40	7.50	7.40
British	760	+32.5	7.60	7.50	7.60	7.50
British	770	+33.0	7.70	7.60	7.70	7.60
British	780	+33.5	7.80	7.70	7.80	7.70
British	790	+34.0	7.90	7.80	7.90	7.80
British	800	+34.5	8.00	7.90	8.00	7.90
British	810	+35.0	8.10	8.00	8.10	8.00
British	820	+35.5	8.20	8.10	8.20	8.10
British	830	+36.0	8.30	8.20	8.30	8.20
British	840	+36.5	8.40	8.30	8.40	8.30
British	850	+37.0	8.50	8.40	8.50	8.40
British	860	+37.5	8.60	8.50	8.60	8.50
British	870	+38.0	8.70	8.60	8.70	8.60
British	880	+38.5	8.80	8.70	8.80	8.70
British	890	+39.0	8.90	8.80	8.90	8.80
British	900	+39.5	9.00	8.90	9.00	8.90
British	910	+40.0	9.10	9.00	9.10	9.00
British	920	+40.5	9.20	9.10	9.20	9.10
British	930	+41.0	9.30	9.20	9.30	9.20
British	940	+41.5	9.40	9.30	9.40	9.30
British	950	+42.0	9.50	9.40	9.50	9.40
British	960	+42.5	9.60	9.50	9.60	9.50
British	970	+43.0	9.70	9.60	9.70	9.60
British	980	+43.5	9.80	9.70	9.80	9.70
British	990	+44.0	9.90	9.80	9.90	9.80
British	1000	+44.5	10.00	9.90	10.00	9.90

PROPERTY—Continued

Stock	Price	% Chg	Div	Yld
Imperial Property	355	+	0.62	1.8
Imperial Trust	41	+	1.52	1.8
Imperial Invest	41	+	1.52	1.8
Land Invest	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.52	1.8
Imperial Bldg	42	+	1.	

A FORCE IN THE LAND
for Property Sales —
Grimley & son
01-236 6230
01-236 6231
01-236 6232

Top quality
ventilation
Vent-Axia
the fug fighter

Retail sales reach peak, but industrial growth is patchy

BY DAVID FREUD

SPENDING IN the shops is now back at the peak levels of 1973, but the improvement in industrial production remains slow and patchy.

It is clear that the sharp rise in disposable income has been working through to consumer demand, but the effect on production has been dampened by increased imports.

The index for the volume of retail sales rose 1.7 per cent in July to 110.5 (1971=100, seasonally adjusted), according to provisional estimates released yesterday by the Department of Trade.

This is the highest level since November, 1974, and is above the average figure for the peak year of 1973, which was 110.3.

In the latest three months the index was 2.5 per cent above the level of February-April.

Retail sales in July were 5.4 per cent above the same month last year and the 5 per cent increase expected this year by retailers over 1977 as a whole looks likely to be exceeded comfortably.

However, retailers now believe that the major upsurge in spending is over. The sharp rise

INDUSTRIAL PRODUCTION			RETAIL SALES		
1970=100 seasonally adjusted			Value percentage change with a year earlier (not seasonally adjusted)		
All Industries	Manufacturing	Volume 1971=100 (seasonally adjusted)	1977	1978	1979
1st	103.4	105.5	1st	103.3	+14
2nd	102.1	103.2	2nd	102.5	+13
3rd	103.0	104.0	3rd	104.3	+15
4th	102.4	103.4	4th	104.4	+13
1978	103.5	103.8	1978	106.3	+13
2nd	104.3	104.8	2nd	108.0	+15
Jan.	103.2	103.5	1978	107.0	+15
Feb.	103.7	103.7	Mar.	106.7	+16
Mar.	103.5	104.4	Apr.	106.7	+15
Apr.	105.4	105.8	May	108.4	+15
May	103.3	103.6	June	108.6	+14
June	104.2	105.0	July	110.5*	+15*

Source: Central Statistical Office

* provisional estimate

In personal disposable incomes, up 7 per cent in the year to this summer, is likely to begin to slow and higher electricity prices and mortgage rates will also tend to hold back further rises in spending in shops.

The increase in industrial production has been proceeding much slower than retail sales. The Central Statistical Office's

The picture emerging from the three-month totals, in which holiday factors cancel out, shows that output was only 0.8 per cent above the first quarter level in April-June. Manufacturing output was up 0.9 per cent.

The improvement in manufacturing remains patchy, underlining the findings of the Confederation of British Industry's survey of two weeks ago.

The Confederation said it was becoming increasingly likely that any increase in growth this year would not be reflected right through manufacturing industry.

While there have been gains in chemicals, ferrous and non-ferrous metals, footwear and packaging, the trend in many other products, such as engineering, food, drink and tobacco and clothing had been flat or even pointing downwards.

It remains to be seen how much further the rise in industrial production will go. To be in line with the Budget prediction of 2.8 per cent rise in manufacturing output from the first half of 1978 to the first half of 1979, the index would have to rise to at least 107 by next summer.

Post Office engineers to resume 'productive' talks today

By Nick Garnett, Labour Staff

UNION OFFICIALS and the Post Office will resume talks today in a bid to settle the engineers' dispute after yesterday's negotiations appeared to have made some progress.

Mr. Bryan Stanley, general secretary of the Post Office Engineering Union, said the talks were "quite productive".

The impact of the dispute continued to intensify with two major international exchanges virtually out of action and growing concern that inland calls could start being hit today.

The union has been seeking clarification on the staging of the reduction in the engineers' working week proposed in the report of Lord McCarthy, the industrial relations expert.

Under the proposals, the first stage of the reduction would involve the engineers' working week by no more than 1½ hours from the present 40. The second stage would reduce it to 37½ hours.

Manning

The union is also anxious to establish the nature of manning changes laid down in the report as part of the productivity package to offset the cost of reducing hours. The changes would involve earlier starting and later finishing by some engineers to allow more jobs to be completed during the day.

Beyond that the union is looking for some form of Post Office commitment on negotiations towards a future cut in hours to 35, which is the union claim.

The Post Office said yesterday that the huge Faraday international exchange in London and its counterpart in Glasgow were now "virtually isolated" by the engineers' sanctions. This means that hardly any calls can be made through the exchanges. It is also virtually impossible to make calls to Mexico and Sri Lanka because of the breakdown in circuitry.

Some of Britain's inland trunk telephone service might also be hit today. More than 700 engineers at the inland trunk section of the Faraday exchange went on strike yesterday after a number of colleagues had been sent home. A backlog of repair work on circuits will now develop.

The union said that London's international switching centre at Stag Lane had recorded 35,000 calls on Friday which had failed to get through. The total value of these calls would have been about £125,000.

Weather
UK TODAY
RAIN in most areas, cool.
London, S.E. Cent. S. E. Cent. N. N.E. England, E. Anglia, Midlands, Channel Isles, Borders, Edinburgh, Dundee, Aberdeen, Newcastle, Glasgow, Moray Firth. Rain, brighter and showery later. Max. 17C-20C (63F-68F).
S.W. N.W. England, Wales, Lakes, I. of Man, S.W. N.W. Scotland, Glasgow, Argyll. Rain, strong winds, cool. Max. 14C-17C (57F-63F).
N.W. Scotland, Orkney, Shetland. Rain, heavy at times. Max. 13C (55F).
N. Ireland. Showers, heavy and prolonged at times. Max. 17C (63F).
Outlook: Showery, becoming rather cool.

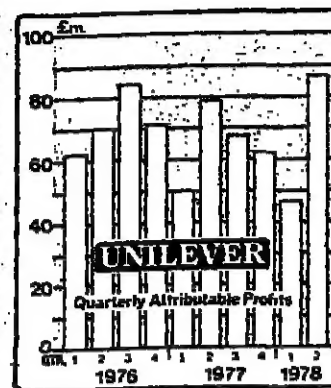
Business Centres
Y'day/midday Y'day/midday
Amsterdam C 19 20 Madrid S 18 19
Athens F 17 18 Manchester S 18 19
Barcelona S 23 24 Milan S 21 22
Belgium F 17 18 Montreal F 17 18
Berlin F 17 18 Moscow F 17 18
Brussels F 17 18 New York S 21 22
Bucharest F 17 18 Oslo S 21 22
Cardiff F 17 18 Paris S 21 22
Chicago S 21 22 Rio de Janeiro S 21 22
Cologne S 21 22 Rome S 21 22
Copenhagen S 21 22 Stockholm S 21 22
Dublin F 17 18 Sydney S 21 22
Frankfurt S 21 22 Taipei S 21 22
Geneva S 21 22 Tel Aviv S 21 22
Hamburg S 21 22 Tokyo S 21 22
Helsinki S 21 22 Toronto S 21 22
London C 19 20 Warsaw S 21 22
Luxembourg F 17 18 Zurich S 21 22

Holiday Resorts
Y'day/midday Y'day/midday
Alicante S 21 22 Istanbul F 23 24
Algiers S 21 22 Jersey S 21 22
Barcelona S 23 24 Las Palmas S 21 22
Blackpool S 21 22 Locarno S 21 22
Bordeaux S 21 22 Mallorca S 21 22
Boulogne S 21 22 Malaga S 21 22
Casablanca S 21 22 Malta S 21 22
Cape Town S 21 22 Nairobi S 21 22
Dobruva S 21 22 Nice S 21 22
Faro S 21 22 Rhodes S 21 22
Florence S 21 22 Salzburg S 21 22
Gibraltar S 21 22 Tangier S 21 22
Helsinki S 21 22 Tenerife S 21 22
Innsbruck S 21 22 Valencia S 21 22
Lyon S 21 22 Venice S 21 22
Luzern S 21 22 Zurich S 21 22

THE LEX COLUMN

European upturn for Unilever

Index fell 1.3 to 513.5



It is what happens after the election that the financial markets should be starting to think about. If the retail upturn continues to outpace domestic production the current relaxed attitude to the trade returns can hardly be sustained.

Chubb

Chubb's £14m rights issue has been underwritten at a discount of just 15 per cent on the market price before the news, which may make other industrial companies think a bit after the July in issue activity during recent months. Chubb has no pressing need for funds — total debt represented about two-fifths of shareholders' funds in the recent accounts — and it has no plans for any substantial new investment project. Yet spending has run ahead of cash flow in the past couple of years and Chubb wants to continue this expansion, particularly in the development of electronics based products.

Last year, electronic security accounted for £15m of group sales (over a fifth) and made a small loss. This stemmed from the acquisition of Gross Cash Registers, which lost £1.7m, and from a loss of £1m after development costs on cash dispensers. Diversifying into electronic systems is seen as a necessary step to sustain future growth, and Chubb is active in such areas as the development of microprocessors for use in burglar alarms and cash dispensers. It is also investing in the switch from electro-mechanical to electronic cash registers.

Moving further into the systems business will bring Chubb up against some of the biggest U.S. names. However, the group has a progressive profits record, makes a reasonable return on capital, and says that the current year has cut off to a satisfactory start after a flat performance in 1977-78.

This year's dividend is to go up by a third, so the share — which normally commands a premium in the stock market — stand on a prospective earnings yield of 5.9 per cent. The one grouse is that a group which has had three rights issues in seven years plainly must have some views about inflation accounting — but the subject was not even mentioned in the latest accounts.

Trade figures

For the gilt-edged market, at least, the only economic statistic that is all predictable enough, in the latest accounts.

A few words about Tokai Bank's expanding international operations.

As you might know, Tokai Bank is one of the leading banks in the world with over 15,000 employees and 200 offices established in Japan itself.

It probably doesn't surprise you we're modern, progressive, and one of the first banks in the world to utilize on-line computerization in our banking operations.

What may surprise you is our commitment to international banking.

At present we have over 20 offices and affiliates around the world, and we opened in Hong Kong.

Currently we're serving the world through loans. And also lending something as valuable as money. Financial advice gained through over 100 years of banking experience.

So don't just think of us as a Japanese Bank. Think of us as a bank that serves Japan and the world.

TOKAI BANK

Head Office: 21-24, Nishiki 3-chome, Naka-ku, Nagoya. Tel.: 052-211-1111 Overseas Network: (Branches & Agencies) New York, Los Angeles, London, Frankfurt (Representative Offices) Toronto, Mexico City, São Paulo, Paris, Tehran, Sydney, Singapore & Jakarta (Subsidiaries) Tokai Bank of California, Tokai Bank Nederland N.V., Tokai Asia Limited; (Affiliates & Associates) London, Paris, Bangkok, Manila, Hong Kong & Sydney

Registered at the Post Office. Printed by St. Clement's Press for and published by The Financial Times Ltd., Bracken House, Cannon Street, London. EC4A 4BY. © The Financial Times Ltd., 1978

Alex Park joins cable group

By Michael Cassell



MR. ALEX PARK (above), the former chief executive of British Leyland, has joined Standard Telephones and Cables as director, financial controls.

Mr. Park was the foremost casualty of the management shake-up at Leyland, now known as BL, after Mr. Michael Edwards was appointed chairman last year.

Last October, Mr. Park was demoted from the chief executive's position to become one of two executive vice-chairmen within BL. At the end of last year, when BL announced a new management structure, Mr. Park said he intended to leave his job, which paid nearly £50,000 a year, in early 1978.

Later Mr. Park, who is 51, joined the international trading group Loughbo on a consultancy basis "pending a decision on his future."

Last night Loughbo said he had contributed "substantial advice and assistance" to the group and extended its best wishes for his future.

Mr. Park joined Standard Telephones and Cables, part of the American ITT group, yesterday. He succeeds Mr. Tom Jones, former head of the National Enterprise Board, which controls the company.

Continued from Page 1 Chrysler deal

agreement which Chrysler UK recently completed with the Government, Mr. Evans said that agreements of this sort "do not appear to be worth the paper they are written on."

Mr. Varley said that the Government would not be rushed into hasty reaction to the Peugeot-Citroen offer but would consider the implications not only for the 23,000 people working at Chrysler UK but for the entire British motor and components industry.

The Government would not start investigations on the basis of trying to discover how it could block the Peugeot-Citroen deal. It wanted to know whether it would be to the advantage of the British motor industry.

Ministers are less confident about their relative position towards Peugeot, which knows little of UK industrial traditions.

The company may not yet realise the car factory labour problems it will inherit along with the parts of the business which it specially wants, such as Chrysler's truck and bus plants at Luton and Dunstable, the UK dealer network and export arrangements to Iran.

There have not been talks with the French company beyond a meeting in London last Wednesday between Mr. Jean-Paul Parayre, head of Peugeot-Citroen, and Sir Peter Carey, the Department of Industry's Permanent Secretary.

Before detailed talks take place, Mr. Varley and his

British Rail may increase fares by 10% in January

BY IAN HARGREAVES, TRANSPORT CORRESPONDENT

RAIL TRAVELLERS in London and the South-East will be spared higher than average fare increases when British Rail puts its prices up, probably by about 10 per cent in January.

This decision has been taken in principle by the British Railways Board, which yesterday issued for the first time a half-year financial statement showing an improvement in most areas of its business.

London commuters have suffered more than other rail users in the fare increases of the last two years, as British Rail has responded to Government pressure to reduce the losses on London and South-East services.

In January, fares rose by 16.2 per cent in London, and by 14.6 per cent elsewhere.

A Price Commission report in February said that the policy of hitting London commuters hardest was not justified by the cost-revenue figures collected by the Board. Later, British Rail accepted that it would not have until 1980 statistical justification

for continuing the fares loading policy.

Since then, heavily-promoted off-peak business on London and the South-East lines has picked up, giving a £3m-a-year increase in revenue in real terms between 1977 and this year.

This figure, roughly equivalent to the revenue generated by the excess element on London fares imposed in January, is regarded by the railways Board as adequate reason in itself for choosing a flat, across-the-board increase in January.

Performance

The decision will be welcomed by the Government, whose prospects at the general election will depend upon performance in a number of marginal London constituencies.

Sir Peter Parker, British Rail chairman, did not go into detail about fares yesterday, but promised that the next rise would be substantially more modest than the last.

Its level would depend upon inflation, industrial peace and continued business buoyancy.

This buoyancy is strongest in Inter-City rail services, where business was up 8 per cent in the first half of the year, compared with the same period last year.

The effect of the 125 mph high-speed train has been particularly dramatic. Since its introduction on the London-South Wales run in October 1976, business has increased by 35 per cent.

Rail freight is on target to break even this year in spite of last year's, but interest charges were slightly higher than in the previous year.

Sir Peter said that the passenger railway would operate within the Government's grant ceiling, set at £445m this year.

Barker gives up groceries

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

THE FIRST casualty in the High Street price war emerged yesterday when Barker and Dobson, which owns the Oakeshott's supermarket chain, announced that it was pulling out of the grocery business.

Oakeshott's, which has some 40 licensed supermarkets in London and the South-East, has found its profit margins under severe pressure because of the cut-price policy adopted by the larger supermarket groups. This fierce price competition followed Tesco's decision just over a year ago to drop trading stamps and concentrate on lower prices.

Mr. R. W. Aitken, chairman of Barker and Dobson, who announced the decision to pull out of groceries at yesterday's

annual general meeting, said that static volume and low margins had rendered Oakeshott's very vulnerable. "Accordingly we have decided to withdraw from the grocery business," he said.

In addition, the company had decided to sell its wine importing business, Roger Grayson, whose principal customer was Oakeshott's. Negotiations are well advanced to dispose of this company," added Mr. Aitken.

Barker and Dobson, whose main interests are in confectionery as well as the 144-shop Lewis Meeson confectionery, tobaccoist, and newsagent chain, hopes to limit the closure costs of Oakeshott's by selling the supermarket sites.

The costs of withdrawing from an operation of this nature are usually substantial but, as a result of the interest shown to date in the properties, your directors believe that in this in-

stance the net cost to the group will be less than might have been anticipated previously," said Mr. Aitken.

The Oakeshott's stores will be sold as individual stores or groups of stores unless an offer is made by a large supermarket multiple to buy the whole chain as a going concern.

The company's decision to pull out of the grocery trade is likely to be followed by other small supermarket groups over the coming months who are unable to survive in the price war. Both Tesco and J. Sainsbury have substantially increased their market share since they adopted a price-cutting strategy and this has been at the expense of small multiples like Oakeshott's.

The future of all smaller grocery groups and even independent shops must inevitably be doubtful so long as the present conditions continue to prevail," said Mr. Aitken.

Spode stake bought by Royal Worcester

BY ANDREW TAYLOR

THE 200-YEAR-OLD Spode fine china business is to revert to full British ownership after a 13-year link with Carborundum of the U.S.

Royal Worcester is to pay £2.5m cash for Carborundum's 45 per cent stake in Royal Worcester Spode. In addition, Royal Worcester, which owns the other 55 per cent of RWS, is to repay £1.7m of loans to Carborundum.

The deal, which is subject to Bank of England consent, has been made possible by the \$667m takeover of Carborundum by Royal Worcester, which triggered a clause in the original agreement between Royal Worcester and Carborundum which allowed the British group to buy the outstanding minority in the event of a takeover.

The price placed by Carborundum on the minority had previously been a barrier to such a deal and Royal Worcester indicated yesterday that there had been some reluctance on the behalf of Kennecott to part with the Spode stake.

Two years ago Spode—which had been wholly owned by

Carborundum for ten years—merged with the china and tableware interests of Royal Worcester to form RWS.

Carborundum, one of the world's leading manufacturers of grinding wheels, pollution control equipment and refractories, had originally planned to sell Spode but had been unable to find a buyer at the asking price.

Mr. Peter McNally, Royal Worcester finance director, said yesterday that because of the uncertainty at Kennecott following the purchase of Carborundum—which was followed by moves by Curtiss-Wright to replace the existing Kennecott directors—the exercise is right to buy the 45 per cent holding.

He said that the price, valuing RWS at about £8.2m, was in line with the book value of the subsidiary Royal Worcester is to raise new medium bank loans of £3.4m to help finance the deal.

Meanwhile Carborundum's listing on the London stock exchange has been cancelled now that all its shares have been acquired by Kennecott.

Royal Worcester results Page 26